

CHEMIST & DRUGGIST

newsweekly for pharmacy



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**Newcomers fail
in Council
election**

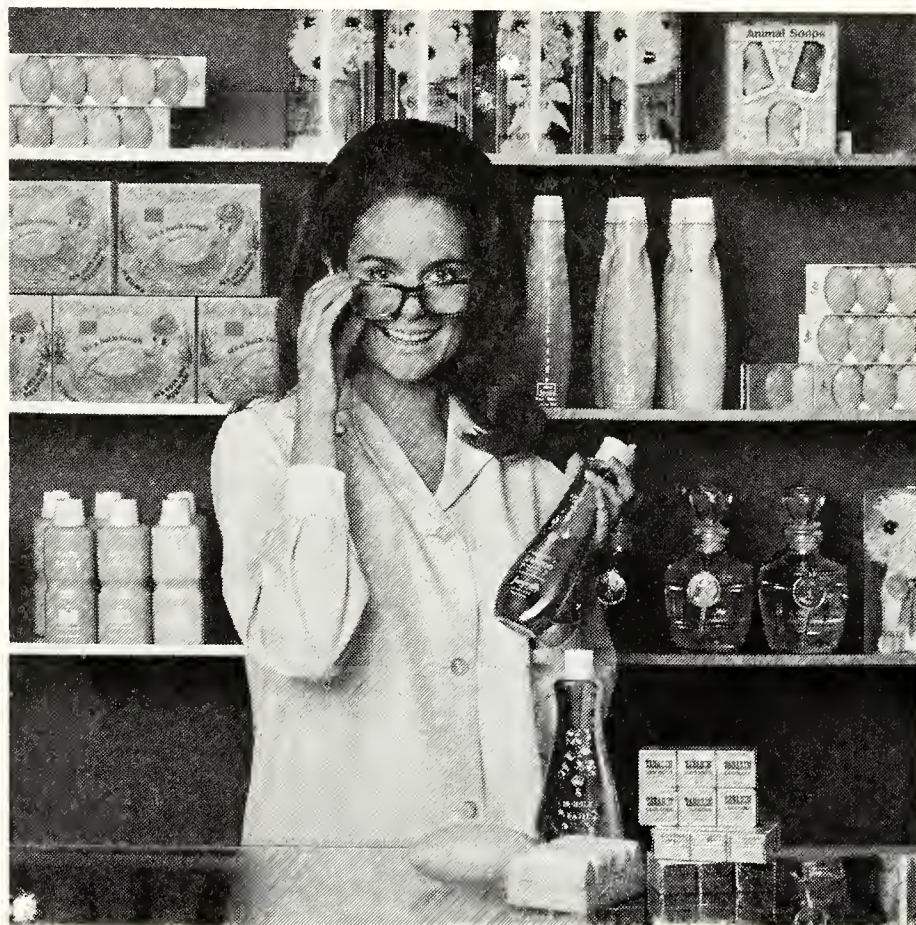
**Statutory fees
warning**

**Foot care: a
market on
the move**

**Branches back
NE London**

**Photo review:
the Rank Aldis
Ranger 35**

Jean Sorelle says: 'You'll love my 5 ways to clean up'



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And economy toilet soap (only 3/3 per pack of five).



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CHEMIST & DRUGGIST

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Editor Arthur Wright, MPS, DBA

Deputy Editor R. E. Salmon, MPS

Markets Editor W. S. Bowman, MPS,
MIPharmM

News Editor Stephen Hatcher

Technical Editor R. Baxter, BPharm, MPS

Information Services I. H. Cotgrove

Price List D. J. Davis

Art Editor Peter Hewitt

Design Alan Crouch

Deputy Publisher and Advertisement
Manager Leslie Davies

Advertisement Executives

J. Foster-Firth, MPS

D. P. Peevers

E. L. Sheard, 32 Wynford Rise, West Park,
Leeds LS16 6HX (Leeds 67-8438)E. A. Craig, 8 Merrylee Road, Newlands,
Glasgow S 3 (Merrylee 6356)

Classified Advertisements Carole Lowe

Production K. Harman

Subscription Manager A. A. Golding
01-777 8271

Publisher Donald Gaffney, MInstM

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Mr D. E. Sparshott, who topped the poll in the Society's Council election (see page 795)

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*Gallup Noting & Reading Study

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STARTS JULY—an irresistible money-off Cushion Grip offer that involves *no extra work* for you!

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Promotion runs from July to October. Ensure *your* share with good CushionGrip stocks—and a special CushionGrip display for added impact (and added profit!).

CushionGrip
makes dentures comfortable because it makes them grip and fit.

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Gripping denture offer!

2/- back on your next tube of CushionGrip

To White Laboratories, 15 Penarth St., London, SE15. Please send me a 2/- postal order in return for the enclosed empty carton of CushionGrip which I have just purchased.

Name

Address

CushionGrip is the unique new aid for loose-denture sufferers that makes dentures comfortable because it makes them grip and fit. It sticks only to your plastic denture... never to you. And there's no daily reapplication. In fact, CushionGrip is so good that we prefer to let it speak for itself. So we'll pay 2/- towards your next 7/- tube.

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We'll send you a 2/- postal order in return. We're confident that once you've tried CushionGrip, you'll be won over for good. Cut out the coupon now. Please allow 7 days for receipt of postal order.

Offer closes on October 31st (Offer open to U.K. Residents only).

CushionGrip
Makes dentures comfortable because it makes them grip and fit



Well-trying team top the poll at Council election

Mr J. P. Kerr and Mr J. E. Balmford return to the Council of the Pharmaceutical Society after an absence of one year. They replace Mr D. H. Maddock and Mr D. N. Sharpe who were defeated.

Mr D. E. Sparshott headed the poll with 69 votes more than Mr J. A. Myers.

The other Council members seeking re-election, Mr A. G. M. Madge, Mr J. P. Bannerman and Mr K. A. Lees were returned.

The North-East London candidates and those supported by the Chemists' Action Group failed. Slightly more than one third of the membership voted.

The results of the election were:

Elected

D. E. Sparshott,	4,562
J. A. Myers,	4,493
A. G. M. Madge,	4,047
J. P. Kerr,	3,870
J. E. Balmford,	3,724
J. P. Bannerman,	3,708
K. A. Lees,	3,664

Not elected

D. H. Maddock, 2,934; R. Ridehalgh, 2,786; D. N. Sharpe, 2,592; J. G. Roberts, 2,427; Enid Lucas-Smith, 2,374; E. D. Hurt, 2,342; R. G. Worby, 2,336; C. W. Robinson, 2,229; D. R. Evans, 1,944; C. V. Hammond, 1,715; A. A. Kennett, 1,690; E. C. Evens, 1,682; M. E. Q. James, 1,677; D. B. Washington, 1,053.
Voting papers issued: 29,680.
Received: 10,865. Invalid: 34.

Notional salary claim tops £3,000 mark

The notional salary for proprietor pharmacists being claimed by the Central NHS (Chemist Contractors) Committee is £3,117, it has now been revealed. The claim has already been submitted to the Department of Health (see C&D May 16, p 715).

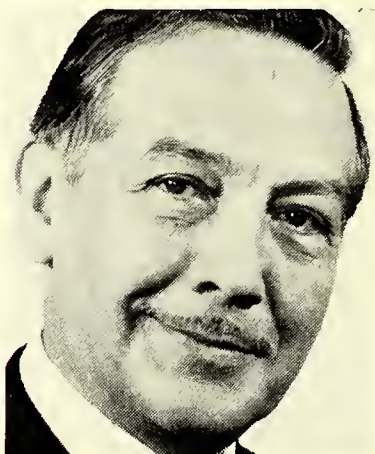
Based on information obtained from the 1969 dispensing costs inquiry, the figure compares with £2,389 operative in 1969. It is a weighted average of a scale ranging from £2,750 for group I pharmacies (those dispensing up to 500 prescriptions a month) to £3,500 in group 6 (pharmacies dispensing over 3,000 prescriptions a month).

Pharmacies taking part in the costs inquiry were statistically selected in six groups representative of all sizes and types of NHS businesses throughout England and Wales.

Negotiations on other aspects of remuneration will take place when the full details of the inquiry's findings are known.



Back on Council: Mr J. E. Balmford (above) and Mr J. P. Kerr



Eighteen inquiries

The Pharmaceutical Society's Statutory Committee has 18 cases to consider when it meets on June 10-11.

Seven cases are re-opened having been previously adjourned, in four the committee will further consider evidence relating to information received, and in seven it considered evidence relating to information received.

Increased fees warning

An overdraft of £93,000 and a deficit in the income and expenditure account of almost £54,000 were pointed out by the treasurer of the Pharmaceutical Society (Mr H. Steinman) at the annual meeting of the Society on May 20.

The General Fund had never been at lower ebb and gave cause for concern, he said.

The increases in fees which became payable from January 1, were estimated to produce about £69,000 — just sufficient and no more than sufficient, to put right the Income and Expenditure Account for the current year (1970). But they did nothing to remedy the depletion of the Society's reserves or to reduce the overdraft.

Fees approved

The recently increased fees were agreed by Council, and submitted for approval to the Privy Council, during a period of severe restraint on prices and incomes. Accordingly, the increases in fees were kept within certain fixed limits.

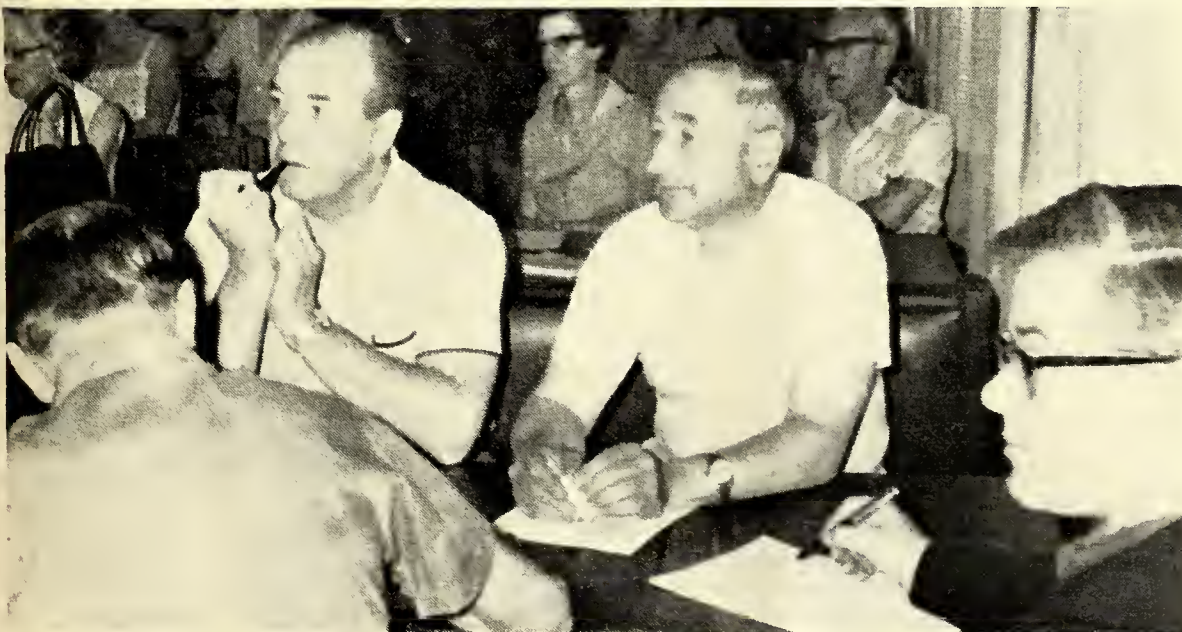
Price rises, even in the latter half of 1969, were eroding the estimated income from the 1970 increases in fees, even before they were introduced; and since their introduction there had been a marked acceleration away from the principles of restraint on prices and incomes.

"It is in these circumstances," said Mr Steinman, "which are clearly beyond the control of the Society, that I am obliged to announce that Council must seek further increases in fees."

Books like the Extra Pharmacopoeia were a great asset to the Society, but their production over a five-year cycle required a considerable working capital; and it was that working capital which had been depleted and must be restored.

The Society's activities would be subjected to the most exhaustive scrutiny, with a view to securing economies. But the Society could not opt out of its responsibilities to the membership and the community.

The amount of the increases in fees must be decided at the next Council meeting, as the amendment of the by-laws was a lengthy procedure, and the Privy Council's examination of the Society's submission might be delayed by a General Election.



Delegates at the Institute of Pharmacy Management conference in Calella, Spain, this week pictured during the "briefing" session (see story, page 797)

Bloomsbury in the balance

The hope that ways and means will be found so that the Society can stay in Bloomsbury and continue with the planned development of the site at No. 17 was expressed by Mr A. Howells, president of the Pharmaceutical Society at the annual meeting on May 20.

He described the "shifts and changes" of Government policy in relation to a site for the National Library as "really quite incredible." When the Society acquired the freehold of its Bloomsbury premises in 1957, it was known that the area was designated for the building of a National Library.

In October 1967 the Government announced that Bloomsbury had been abandoned "irrevocably" as a site for the National Library.

The Society applied for, and obtained, an Office Development Permit and the architect drew up a most attractive scheme for the Bloomsbury redevelopment preserving No. 17 and planning a commercial development at the rear of the site.

When the Government announced the acceptance of the Dainton Committee recommendation that the National Library should after all be in Bloomsbury although "on a diminished area" it seemed to indicate that the Society's part of the site would not be required.

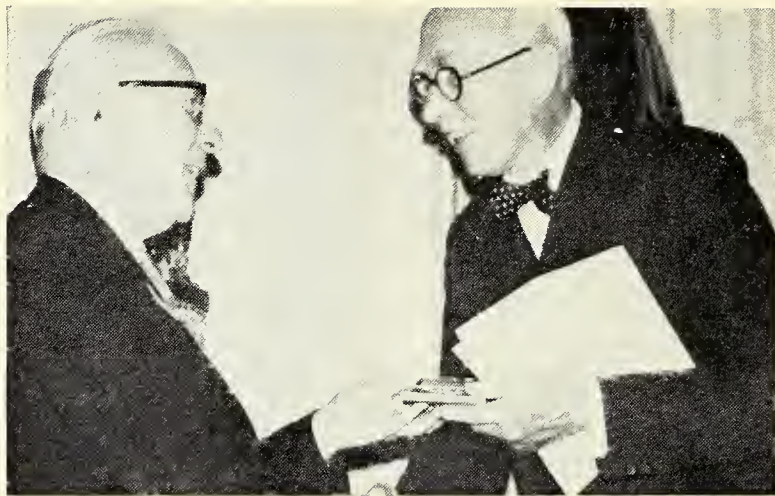
At an interview with the Minister of Public Building and Works it was learned that part of the site might yet be required. Mr Howells said that further discussions must take place between the Government and the Society to determine whether the Society can stay in Bloomsbury.

Progress made with doctors

Progress is being made in discussions with the medical profession, said Mr Howells at the Society's annual meeting.

After a number of informal contacts with the British Medical Association, two working parties have been set up, one concerned solely with dispensing in rural areas, and the other to deal with a number of matters in areas of common interest.

Mr Howells believed it was important that the professions



Sir Harry Jephcott (right) receives the Charter Gold Medal from Mr A. Howells at the ceremony reported below.

Charter medallists receive awards

A career dedicated to scientific progress, that had contributed to the revolution in therapeutics, and had also played a major part in scientific education—that was how Mr A. Howells, president, Pharmaceutical Society, spoke of Sir Harry Jephcott when presenting him with the Charter Gold Medal at the Society's annual meeting on May 20.

He was an eminent pharmacist, who, during half a century, had shown himself to be a true friend of the Pharmaceutical Society and its members. Sir Harry was for 21 years chairman of the council of the School of Pharmacy, University of London.

Mr Howells said that a pleasure shared by all members was that Lady Jephcott "is also one of us—a Fellow of the Pharmaceutical Society."

In reply, Sir Harry spoke of the magnificent way the Society had carried out its educational responsibilities and said that if he had been able, in some small way, to contribute to education in pharmacy he was greatly privileged.

Charter Silver Medals, recognising outstanding services rendered by members locally were awarded to Mr Stanley Durham, Sheffield, and Mr John Raymond Phillips, Bourn-

mouth. Mr Howells said that at Bloomsbury Square it was recognised that while the future of the Society and of the profession rested on their policies, it also rested perhaps to greater degree on the leadership and the progressive spirit found in the branches and regions of the Society.

Of Mr Durham Mr Howells said that he had served as secretary of the Society's Sheffield Branch for no fewer than 14 years, and today he held office as branch chairman, for the third time. On the two earlier occasions, in 1954 and 1955, he combined the offices of chairman and secretary. And since 1946 — 24 years ago — he had been secretary of the local Pharmaceutical Committee. "This is a record of service which clearly indicates that Sheffield does not put its steel in knives and forks only!"

Silver medallist Jack Phillips was a pharmacist "to be reckoned with not only in Bournemouth but throughout the length and breadth of the land." No man had shown himself to be more committed to the professional principles.

He had demonstrated that a local officer of the Society, if he was single-minded enough, could influence thought far beyond the confines of his own locality.

Mr Phillips was Branch secretary for nine years, a former Branch chairman, a past secretary and now a member of

the Bournemouth Pharmaceutical Committee. For two years he was a member of the Council of the Bournemouth Medical Centre, and was an honorary life member of the Bournemouth Medical Society. "No wonder there is full co-operation between the pharmaceutical and medical professions in Bournemouth!"

DITB's second grant scheme

The Distributive Industry Training Board has issued details of its second grants scheme, covering the period August 1969 to July 1971. For the first time, the scheme is partly prospective.

Grants are again to be levy-based—that is, a certain percentage of the levy can be reclaimed for each training function undertaken, with a maximum of 160 per cent. This is made up as follows:

□ System 40 per cent, comprising job definitions (10 per cent), training programme (10 per cent), staff appraisal (10 per cent), training records (5 per cent), bonus for complete system (5 per cent).

□ Training activity 80 per cent, comprising management and supervisory training (30 per cent), occupational training (20 per cent), courses and education (30 per cent).

□ Training staff and instructors (30 per cent).

□ Other activities (10 per cent).

A booklet giving details of the scheme, and including guidance on the preparation of job definitions and starting a training system, is available from the Board at MacLaren House, Talbot Road, Stretford, Manchester M32 0FP.

Comment, p 811.

NEDC evidence on small firms

Action should be taken to prevent efficient small companies being driven out of business, says the Distributive Trades Economic Development Committee in its evidence to the Bolton Committee of Inquiry on Small Firms.

The evidence, published as a special report, contains 14 major recommendations for improving the position of smaller and medium sized firms. These are wide ranging, and include recommendations on taxation, credit, training, statistics, investment grants, planning, decimalisation and metrication.

Problems of the solo pharmacy: survey findings

Advocates of a system of planned distribution of pharmacies have pointed to the alarming rate of closures throughout the country and to the fact that 22 places lost their only pharmacy between 1967 and 1968.

But a recent survey covering the period 1966-1969, on pharmacies situated in locations with only one pharmacy, showed that the 40 businesses which closed in the period actually served fewer people than did the newly-established ones in other areas where there had previously been no service.

The survey of about 1,000 solo pharmacies was undertaken by Mr H. W. Tomski and he reported on it at the Institute of Pharmacy Management's conference in Calella, Spain, on May 26.

Other facts that emerged from Mr Tomski's survey were that just over 7 per cent of all pharmacies had no direct or immediate comparable opposition, and that the net rate of closure of these—at 1.6 per cent of the total—is well below the 6 per cent closure rate of the remainder.

In the period under review the number of solo pharmacies went up from 999 to 1,017; there were 40 closures; sixteen areas got a second pharmacy but 50 locations formerly with two lost one of them; and 24 areas were served by a pharmacy for the first time.

The rate of closure of unopposed pharmacists is highest in Wales and the Home Counties and lowest in the Midlands and the North.

Proprietors closing their pharmacies are, on average, 16 years older than their colleagues opening in an area with no other pharmacy. Newly-established pharmacies are opened in locations with a population above 1,700, while pharmacists who had to cease operations could rely only on about 60 per cent of that.

Changing ownership were 113 pharmacies, those situated in the Southern counties and in Wales changing hands most frequently (13.2 per cent and 14.2 per cent respectively).

The average date of registration of pharmacists buying a business in one-pharmacy locations is 1945; there is little variation between regions, said Mr Tomski. It appeared that

the population has to be larger to support a pharmacy in England (1,700) than in the rest of Great Britain and that a pharmacy with a supporting population of 1,400 persons still remains a saleable proposition in Scotland.

The pharmacist who establishes a new business in a locality without a pharmacy has, on average, about 15 years' pharmaceutical experience; for those who buy an established pharmacy it averages 20 years.

Pharmacies situated in a locality with a population below 1,300 are usually difficult to sell and those owned by independent pharmacists account for a higher proportion of closures than of openings.

'Mispricing case not isolated'

The alleged mispricing of some children's prescriptions by Newcastle Pricing Bureau (last week, p 757) was not limited to "an isolated incident involving a single product" as claimed by the executive director of the Joint Pricing Committee, England. That is the contention of Mr D. Melia, Ashington, whose returned prescription brought the method of pricing to light.

Mr Melia said this week that his prescriptions for December 1969 and January and February had been re-examined and eight forms involving Erythroped suspension had been found for which "monetary adjustment" would be made. These were cases in which the adult preparation had been specified and supplied, but the pro inf preparation paid for by the Bureau. At least one other local pharmacist is said to have been promised a similar adjustment after complaining to the Bureau.

The Central Contractors Committee is understood to have discussed the matter at its last meeting and to have made strong representations to the



First winner of the new Maws Award golf trophy (C&D May 16, page 715) was Mr Frank Adamson (centre), who has a pharmacy at Milnathort, Kinross-shire. He is seen receiving the Trophy for the best scratch score at the annual meeting of the Scottish Chemists' Golf Association at Gleneagles, Perthshire, on May 13. With him are Mr Malcolm Montgomery, managing director of Maws, and Mrs Montgomery, who presented the award

Department of Health and the Joint Pricing Committee expressing concern that a unilateral instruction had been issued concerning Erythroped.

It appears that there are in existence standing pricing instructions relating to children's prescriptions if the pharmacist does not endorse that an adult's preparation has been supplied. The lesson to be learned from Mr Melia's experience is that wherever there is doubt about which version may have been supplied, the pharmacist should always endorse the prescription.

Reassurance for diabetics

The British Diabetic Association has advised diabetics taking Rastinon or Artosin to continue their treatment without alteration, following reports from the United States that tolbutamide may cause premature death if taken over a number of years.

The US Food and Drug Administration is setting up a committee of inquiry into the report, which is based on a ten-year study by university medical schools. Compared with patients on insulin and those given placebo, tolbutamide patients showed sharply increased mortality over the last three years.

The British Diabetic Association, however, says that patients involved in the trials should not be regarded as representative of the British diabetic population.

Ulster report

Advice to UCA on health centres

A three-point plan of action to be taken in connection with participation of pharmacists in health centres has been outlined to the Ulster Chemists' Association Executive's May meeting.

The general purposes committee had met Mr W. J. Miscampbell, ACCS and given him the available figures on pharmacist participation, reported Mr T. Cresswell.

A written report from Mr Miscampbell would be presented to the June meeting, but meanwhile he had recommended to Mr Cresswell verbally:

☐ A concerted drive among members to lobby the Government for a carefully controlled limitation of contract "as a matter of urgency."

☐ With inadequate information and no Governmental guarantee to tread carefully and examine each case on its merits.

☐ To withhold approval of health centre pharmacies unless accountants' figures had been proved and evaluated.

The committee agreed that a draft agreement and standard conditions relating to pharmacists and pharmacies in health centres on which the Ministry had requested comments, seemed to be quite straightforward and fair to chemist contractors. A copy has been sent to the UCA's solicitor.

NEWS IN BRIEF

□ The general index of retail prices in April was 139.1 (January 1962 = 100), compared with 137.0 in March.

□ The Medical Research Council have made a grant of £12,000 to the University of Glasgow to support research into the prediction of the long-term results of treatment with antithyroid drugs.

□ At the annual meeting of the Association of Manufacturers of Medicinal Preparations, Mr F. Cullen (Parkinsons Ltd, Burnley) was elected chairman, and Mr F. Calladine, MPS (J. Waterhouse & Co Ltd, Church Street, Ashton-under-Lyne), was re-elected secretary.

□ A change to the use of metric units in Customs duties and overseas trade statistics on January 1, 1972 is recommended in a memorandum being circulated by the Confederation of British Industry. The publications section of the National Economic Development Office, 21 Millbank, London SW1 can supply copies and the office would welcome comments by June 30.

□ The Consumer Council has welcomed the Government's proposal for a health commissioner to investigate unresolved complaints about the National Health Service. It considers that a commissioner would ensure that patients not only get a fair deal but would also encourage the providers of health services to listen to complaints sympathetically and promptly. The Patients' Association has also welcomed the proposals.

SPORT

Golf

London Chemists Golfing Society. The Society held a meeting at North Middlesex Golf Club on May 7 when play took place for prizes donated by Yardley of London Ltd and Morny Ltd. **Results:** Yardley Cup (Medal) R. H. Lushington (12), 70. Morny Prize (Stableford), 1, H. A. Coward (16), 35 points; 2, A. S. Jackson (24), net 71.

Northumberland and Durham Chemists' Golfing Society. The BDH cup competition, held at Tyne-mouth Golf Club on May 13, attracted a turnout of 26 members. **Results:** BDH Cup, J. S. Anderson (18), 63. UCAL Trophy, T. Darke (21), 70. Wigglesworth Trophy, L. Lightfoot (6), 70.

Edinburgh Chemists' Golf Club. Meetings have been held at Bullane No 1 course on April 22 and at Barnton on April 29. **Results:** Gullane, winner, T. Ewing (14), 73 net. Best scratch score, W. Steedman, 83. Section No 1, C. R. Harman (8), 77; Section No 2, 1. Anderson (20), 76. Barnton, winner, T. Strachan (11), 69 net. Best scratch score, J. Ferguson, 80. Section No 1, W. Renton (6), 75; Section No 2, J. White (23), 75, J. Liddell (18), 75.

Ulster Chemists' Golfing Association. The Vestric competition was held at Bangor Golf Club on May 13. **Results:** 1. N. Robinson, 37 points; 2, J. Grist, 35 points. Section A, 1, B. Fox 34 points; 2, T. Bogues 34 points; 3, A. Moore, 29 points. Section B, 1, S. McCormick, 35 points; 2, J. F. O. Lavery, 35 points; 3, J. Hogg, 34 points. Section C, 1, H. Brown, 34 points; 2, J. Anderson, 34 points; 3, J. Farrelly, 30 points. The prizes were presented by Mr F. Morrison on behalf of Vestric (Belfast) Ltd.

The Xrayser column

Decimal dithers

We have neither world enough nor time—and that situation is one for which we have only ourselves to blame. I am referring, of course, to our unpreparedness for the switch to decimal currency—and, let us be honest, most of us are pitifully unready for D-Day, now only eight months away.

I was prompted to this thought by the headline on page 765 last week: "D-Day Draws Nigh"; and that had all the ominous overtones for me of those menacing "Prepare to Meet Thy Doom" placards that are so much a part of our jokey folklore.

Simply because, in my heart, I know that I am *not* prepared to meet that "D", whether it stand for "Decimal" or "Doom". My sense of guilt is made the more acute when I recall an analogy that was given to me three years ago by an acquaintance who has been involved in the decimal conversion operation from an early stage. It was so simple, and so right.

He pointed out to me that if we go abroad on holiday or on a business trip, we weigh all our expenditure and the prices that we see in terms of *conversion* from the currency of the country in which we find ourselves to that of our own. If we were to emigrate, we would, of necessity, find ourselves assessing prices and expenditure in terms of our total holding of the currency in use, *whatever the name or denominations of that currency happened to be.*

Decimalisation is emigration, not holiday-making.

To grasp the meaning of that, and to act upon that meaning, is to solve most of the D-Day problems before they even threaten. Because, surely, the major problem, if it is allowed to develop, will be the confrontation between the shopping public and those from whom they are purchasing merchandise.

Inviting suspicion

If we, who are offering goods and services to the purchasing public, allow D-Day to dawn in a blaze of conversion tables and dual-pricing we are inviting suspicion—and that is the last thing we should seek. We shall not see £sd again. So the sooner we are able to "go decimal" the better for all of us—and that must mean reducing the dual-pricing period as much as possible. Ideally it should end with D-Day itself.

The message that was being put to me was that D-Day, in fact, happened years ago. The Government gave us a "three-year warning" and invited us to make use of it.

Most of us did not. And, what is worse, many of us will continue to defer action. I was on the point of adding: "until it is too late," but the plain fact of the matter is that lateness in this context becomes irrelevant—it is simply a matter of realising that what we do not do now we will have to find some way of doing later.

The improvisation that will be forced upon us will almost certainly operate to our detriment.

D-Day *won't* go away, ignore it though we try.

I believe that most of us have let far too much time slip away from us already, and I, for one, propose (at last) to get on with acclimatising myself and my customers to the "emigration" that is to come—without further delay.

Conspiracy to annoy?

My wholehearted support goes to "Middlesex Pharmacist" who wrote last week on the subject of travellers' calls (page 776). For years I, too, have been plagued by representatives "dropping in" at all hours of the day—and more often than not at the most inconvenient times. One is tempted to believe that there is an international conspiracy of representatives, all dedicated to making the "peak period pounce."

Is it being over-simple to wonder why companies do not specifically instruct their representatives to work by appointment? Such a planned approach would certainly increase the caller's chance of taking an order away with him.

Herb shampoos are in ■■■

and Wright's will be
out-and-out
value-for-money
winners



See your Wright's
representative!

Wright, Layman & Umney Ltd.,
43-55 Clapham Road,
London, SW9.

Are you The Great Scholl

New Product Scholl put a new face



Scholl foot care counter — designed to maximise impulse buying in this highly profitable market.

Ready for Push this summer?

New Packaging. the foot care market – and it pays!

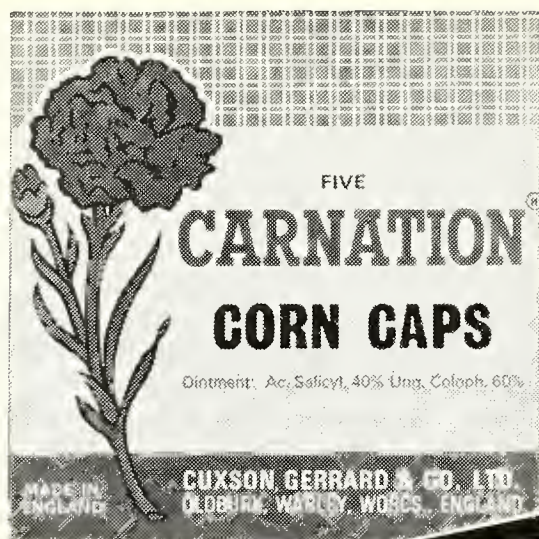


Scholl have broadened the appeal of foot and leg care. The full Scholl range – exercise sandals, driving casuals, elastic hosiery, footcare products – has won a wider, younger, more *aware* market. Won it for the chemist. For you. You can realise the true profit potential of the brand leaders – and the new products in the Scholl range by effective merchandising. In women's magazines, national newspapers and cinemas across the country, powerful advertising supports you. The Scholl market is fast expanding. Make sure you get your share of the profits.



to exploit repeat business in hosiery – the secret of growth in this repeat business – and stocking Scholl. Soft-Grip cover between them 90% elastic hosiery requirements! And now princess support tights and stockings – in vera micromesh.

Four new winners New perfumed Foot Refresher Spray, in standard size and popular new handbag size. New Foot Deodorant Anti-perspirant for men and women. And new formula Foot Powder – now smoother than ever. Give them merchandising space and build your footcare profit.



The most popular corn remover!

FOOT COMFORTS!

Now is the time to display Carnation foot comforts. The next few months represent the peak season for sales. During this time we shall be nationally advertising Carnation Corn Caps in leading Sunday Newspapers and Women's Journals, directing customers to chemists for supplies.

In addition we shall be very pleased to supply you with a variety of display material on request.

Make the most of this opportunity by ensuring your stocks are adequate. **ORDER NOW!**

Advertising and display support 1970



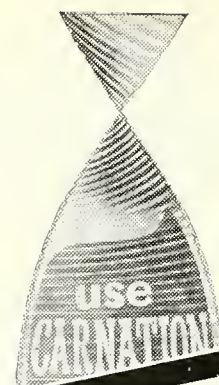
Double-sided window sticker



Display stand



Display outer



Moving spiral

CUXSON GERRARD & CO. LTD. Oldbury, Warley, Worcs.

TELEPHONE: 021-552 1355

COMPANY NEWS

Unilever's higher sales

Higher sales were achieved by Unilever Ltd and NV in the first quarter of the year in all product groups. Despite the £65m rise, to £671m, the operating profit fell to £35.1m (£38m) and the consolidated profit after tax to £15.9m (£17.5m).

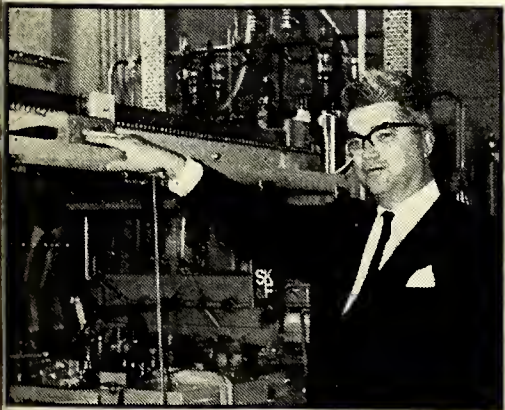
The recovery in detergents profits which started in the second half of 1969 has continued.

Boots profit up

Trading profit of Boots Pure Drug Co Ltd for the year ended March 31 totalled £21,052,000, compared with £19,868,000 in the previous year. Profit after tax amounted to £10,518,000 (£9,978,000).

A final dividend of 10½ per cent is proposed, making 17 per cent for the year.

The company state that they have signed a contract with Courtaulds Engineering Ltd to construct a new chemical plant for them at Beeston, Nottingham. The project will comprise process buildings and plant with related instrumentation and electrical works, offices, a solvent recovery unit and offsite facilities, including a tank farm. The project is scheduled for completion in June 1971.



Dr G. E. Paget, managing director, Smith Kline & French Laboratories Ltd opens a capsule manufacturing department on May 19. A machine which makes 4 million capsules a week on a round-the-clock schedule has been installed at a cost approaching £200,000

Business briefly

Papier Poudre Ltd have moved to temporary offices at 15 Oxford Circus Avenue, 231 Oxford Street, London W1 because of the destruction of their premises in Gt Marlborough Street.

British-American Tobacco Co Ltd and **Wiggins Teape Ltd** are having talks which

could lead to an offer being made by B-AT for the whole of the issued share capital of Wiggins Teape not already owned by the B-AT group.

Coalite and Chemical Products Ltd: Group trading profit for the year ended March 31, £4,586,426 compared with £4,387,409 previously. A final dividend of 10.5 per cent is proposed, making 14 per cent.

Dunbee-Combex-Marx Ltd: Dividend for 1969 is lifted from 50 per cent to 54 per cent. Profits of the group showed an increase from £351,926 in 1968 to £430,922.

ACF Amsterdam Chemie Farmacie NV: Income in 1969 rose to 14.2m guilders (from 12.4m guilders in 1968). Net earnings were up from 5.13m to 5.78m.

National Starch & Chemical Corporation, New York, USA, increased their sales in 1969 to \$128m (up \$3m). Gross profit was \$39.46m (\$40.46m) and net income applicable to common stock \$7.92m (\$8.85m).

Dreamland Electrical Appliances Ltd: Pre-tax profit for 1969 was £188,443 (£206,227 in 1968). Dividend is unchanged at 26½ per cent. Profit was affected by "once and for all" reorganisation costs.

C. Fry's (Pharmacy) Ltd, 137 Albert Road, Southsea, Hants, is continuing to trade as a company following the death of Mr Fry. Mr L. A. Till, MPS, will manage the business.

Appointments

Carlo Erba (UK) Ltd have appointed Mr Lionel Goldhill to the newly-created post of sales promotion manager.

The Warner-Hudnut-Lambert Group (William R. Warner & Co Ltd) have appointed Mr Michael Witcher BSc Econ, their personnel director.

ICI Pharmaceuticals Division have appointed Dr C. C. Downie their technical services director from July 1. He succeeds Dr A. S. R. Stewart, who is retiring. Dr Downie is at present manager of the Division's clinical research department.

On the same date Dr K. G. Green, manager, medical services department, will become manager of clinical research department and Dr C. W. Marsden, manager of medical services department.

Reckitt & Colman Ltd have appointed Mr Arthur M. Mason, chairman in succession to Basil N. Reckitt, who will be 65 later this year, but will remain a director. Mr Mason has been a joint vice-chairman since 1965.

Mr Geoffrey M. Samuelson, the other joint vice-chairman, will also reach retirement age later this year. He retires as a vice-chairman, but will also remain a director.

Mr W. Rowan Hare, chairman of the food division, is retiring from the board after 43 years with J. & J. Colman Ltd and Reckitt & Colman. He is succeeded by Mr James A. S. Cleminson, a director of J. & J. Colman since 1960, and vice-chairman since 1962.

PEOPLE

Mr John A. Morgan has ceased to represent Richards & Appleby Ltd, Hanover Square, London W1.

Mr H. Grimston, Yorkshire representative for Approved Prescription Services Ltd, is retiring on June 30. He will be succeeded by Mrs J. O'Leary, who has been with the company for eight years.

Mr Sam Allard, manager of the service department of Johnsons of Hendon Ltd, has retired. An outstandingly keen and skilful photographer, he is an FRPS, and served on the Royal Photographic Society's council.

Mr John Wigmore, chief pharmacist to the Ashford, Kent, hospital group, has won first prize in all three of the Ashford Camera Club's annual competitions, for the second year in succession. Mr Wigmore was presented with trophies for each section — monochrome, colour and theme photography.

Mr John Hook and **Mr George Powderham,** sales director and financial director of Roussel Laboratories Ltd, were recently in Thailand supervising the opening of the company's new marketing offshoot there, Roussel Thailand Ltd. A locally recruited staff, under British manager, Mr Michael Minto, are now working from offices at 302 Silom Road, Bangkok.

Mr John Watson McKerlie MPS has retired after having been a manager at the North Ferriby, Yorks, branch of Selles Dispensing Chemists Ltd for 35 years. His senior assistant, Miss Jennie Hunt, joined the company two months before Mr McKerlie and they have worked together continuously since October 1935.

Mr McKerlie will be succeeded by Mr Peter Morris, BPharm, MPS.

Mr Angus Fraser McIntosh, MPS, has become president of the British Pest Control Association for the second time and will hold office for two years during which time he faces the possibility of restrictions imposed by the Pesticides Bill and the third British Pest Control Conference next year.

He is the first man to be elected president for a second time (he held the office in 1957-1959). His father was also president of the Association — 1946-1948.

Mr McIntosh is a director of Rentokil Laboratories Ltd and was general manager of Thomas Harley Ltd, Perth, when Rentokil acquired the company in 1961.

Deaths

Bridges: On May 18, Mr Reg Bridges, Gloucester Road, Almondsbury, Bristol. Mr Bridges was senior representative for Cupal Ltd until he retired some years ago.

Sewell: Recently, Alderman Major John Sewell MPS, Stumperlowe Crescent, Sheffield 10, aged 71. Mr Sewell was a director of A. L. Simpkin & Co Ltd and chairman of No 2 Sheffield Regional Hospital Board.

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Full-colour pack photo 1

The large bottle of Roja's Twice as Lasting now has a new look. Each carton features full-colour printing to increase impact. The various types of Twice as Lasting will be identified by colour bands at the top of the carton: normal hold — mustard; extra hold — cerise; greasy hair formula — orange. On the reverse side of the carton the instructions for use of the setting lotion are given in an attractive eye-catching pictorial form. (Distributors, Golden Ltd, Berkeley Square House, Berkeley Square, London, W 1.)

Eau de toilette aerosol spray

Created specially for summer 1970, two fragrances Primitif and Hypnotique will appear as eau de toilette aerosol sprays (15s 6d). Pack is an elegant 2-oz glass bottle decorated with a gay band of colour to identify the fragrance — red-and-gold for Primitif and black-and-gold for Hypnotique — with a distinctive white cap. (Max Factor Ltd, 16 Old Bond Street, London W 1.)

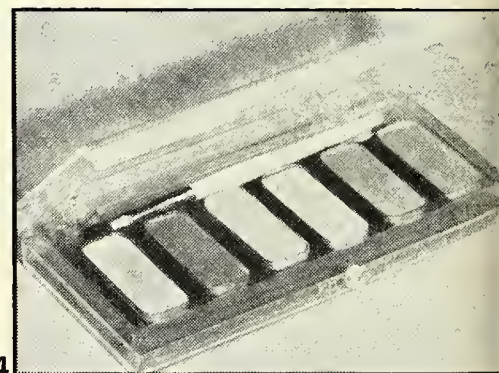
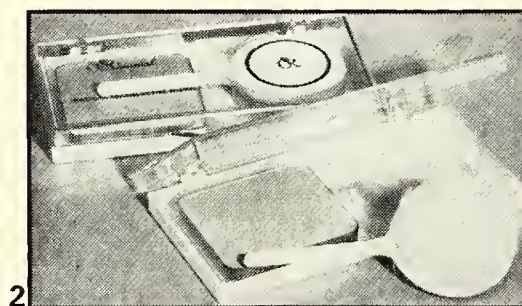
Additions at Rimmel photos 2, 3, 4

The Beauty Boutique and new additions to their range are illustrated in a broadsheet from Rimmel. There are six new shades of frosted Opal nail lacquer (6s) and frosted water-colour eye shadow (3s 3d). A new frosted water colour eye shadow collection (10s) contains the six colours in one box with a shaped eye brush.

A pat-on translucent blush compact (10s) in either tawny or pearl pink includes a lamb's fur applicator.

Tawny Pearl and Pearly Pink are the shades of a new Pearly Blush stick (6s). Real hair lower eyelashes (14s) are available in either black or brown. Rimmel moisturised translucent make-up (5s) is in three shades, fair, medium or dark. A new shade, brown, is added to the eye shadow stick (2s 7d) range and new pearl shades, pink and grey are offered in Pearlised Eyelid Gloss (4s 5d).

Corral in gold is a new shade in the Creamy lipsticks in either twist-up (4s 5d)



or push-up (2s 10d) containers, whilst Sorbet Pink and Sorbet Sugar are the names of the new variants of moisturised lipstick (5s 5d).

Definitely for summer is Capri Tan a new shade of compressed powder (2s 10d) that may also be had in a compact (6s). New fragrances; Touch of Honey and Young Love are offered in the range of Classic perfumes (7s) and Classic Cologne (7s).

Apple Blossom, Freesia and Lily of the Valley are new presentations in the Floral Colognes series (4s 5d). (Rimmel International Ltd, 17 Cavendish Square, London W 1.)

To protect and moisturise

Among three new Orlane summer preparations is Sol A Gel (38s) a protective colourless cream for dry skins, with a filter for the ultra-violet rays. It "encourages a lovely tan on the most sensitive skins." Tan A Sol (39s 6d) is a non-greasy lotion that is absorbed quickly into the skin, promoting a tan. It also contains a silicone that "rejects sand". The third item is Liquilid (29s 6d) a paint-on eye shadow in five shades. (Distributors Sirex Ltd, 125 High Holborn, London WC 1.)

The new salon look

Arden has created a new make-up with the gleaming sheen of pearl to celebrate the opening of the new Elizabeth Arden Salon at 20 New Bond Street, London W 1.

New Pearly Illusion Foundation (34s 0d) is available in three shades: Pearly Almond Beige, a soft pearly neutral; Pearly Sun Bisque, a pearly sun beige and Pearly Sun Tone, a pearly sun tan. The pearly sheen is blended in three new shades of lipstick (12s) — Brilliant Pearl, a silvery sun-kissed coral; Radiant Pearl, a silvery rose pink and

Precious Pearl, a gleaming brownish pink. Elizabeth Arden is also introducing a special Salon Set, a compact box just $5\frac{1}{2} \times 7\frac{1}{2} \times 1$ in in a bright shade of red.

The set contains special sizes of:—Velva Moisture film, Colour Clear Blushing Gel, the new Pearly Illusion Foundation and four shades of Creamy Powder Eye Shado together with mascara and an eyebrow pencil. There is also a new Pearly lipstick, a mascara brush and a double-ended creamy powder Eye Shado make-up brush. (Elizabeth Arden, 25 Old Bond Street, London, W1A 2AE).

A turn for the brighter

Miners looked at eye shadows and felt that the shades of brown, green and blue were a little on the drab side. They then created a neat little kit with four bright shadows that can be applied with or without water, either way eyes look bold and bright.

Panda Eys (5s 11d) provide two looks in one kit, toning shades of blue and mauve; yellow and green (Miners Make Up Ltd, Surbiton, Surrey.)

Hair spray goes national photo 5

After an extensive test marketing for 12 months in the Southern and Yorkshire television areas, Reckitt & Colman Toiletries Division have launched nationally



5



6

Hold & Shine (4s 9d), a new hair spray aimed at the low-priced market.

With three new formulations for dry, normal and greasy hair, Hold & Shine is designed to give a light hold to the hair, reduce tackiness to a minimum and retain the maximum gloss and shine of natural healthy hair required for today's natural-looking hairstyles.

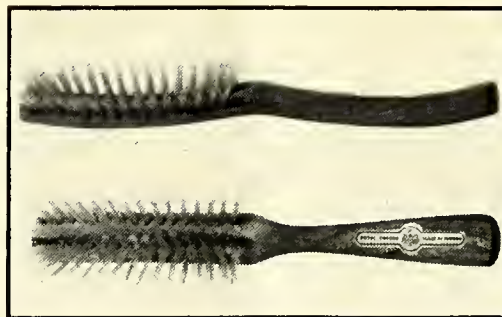
The three formulations contain differing amounts of lanolin, and all incorporate a light perfume. Pack is an aerosol of 120g. Launch details see p806. Reckitt & Colman Toiletries Division, Sunnydale, Derby.)

4 "Face Saver" photo 6

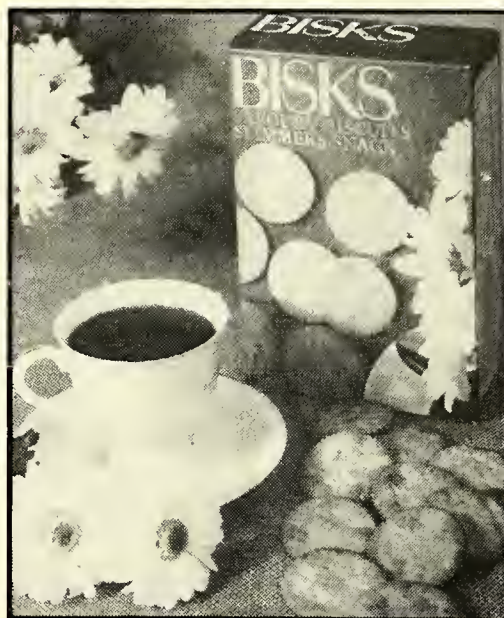
Revlon's Natural Wonder range is a serious cosmetic range completely devoted to care of the oily skin. They now introduce a "real face-saver" — a medicated mask (20s). Used regularly (once a week for oily skins, twice for very oily and three times for oil-troubled skins) it is said to "slough off the top layer of blemishes and reveal a new clear skin." The mask minimizes enlarged pores. Sulphur and hexachlorophene are among its ingredients. (Revlon International Corporation, 86 Brook Street, London W 1.)

Fruit Drops

A ripe, fruity, transparent preparation that gives nails a not-quite-see-through finish is the latest from Miners. Fruit Drops (3s 3d) are for those who want just a trace of colour, without the solid look of ordinary nail polishes. Fruit



7



8

Drops slide on smoothly say the makers, leaving nails looking wet with fruity colour — polish is said to keep its smooth texture right down to the last drop. There are four fruity shades: Raspberry, Strawberry, Peach and Blackcurrant. (Miners Make Up Ltd, Surbiton, Surrey.)

Slimming

New Bisk's savoury biscuits photo 8

Fisons Pharmaceuticals Ltd have introduced new Bisk's savoury biscuits (5s 3d) specially to help slimmers tempted to nibble. They are crisp, crunchy biscuits, more filling than ordinary biscuits, yet contain no extra calories. Two or three eaten between meals with a drink satisfy the appetite and reduce the desire to eat more. Each Bisk's savoury biscuit contains only 14 calories. (Fisons Pharmaceuticals Ltd, Loughborough, Leics.)

Veterinary

Infectious bronchitis vaccines

Vaccine preparations for the protection of fowls against infectious bronchitis are being offered by Intervet Laboratories Ltd.

The two vaccines are IBH120 Nobilis and IBH52 Nobilis both of which are freeze dried attenuated living virus preparations. The H52 vaccine contains a less attenuated virus (52 eggs passages) than the H120 (120 egg passages). It must only be used for immunisation of birds destined to undergo a full laying period and following primary vaccination with IBH120 vaccine. Furthermore IBH52 should never be spray administered.

Both IBH52 (113s 4d) and IBH120 (48s) are available in vials of 1,000 doses. Suggested infectious bronchitis vaccina-

tion programmes are available from the distributors (Intervet Laboratories Ltd, Crown House, Morden, Surrey. Distributors: Nutrikem Ltd, Dalton, Thirsk, Yorkshire).

Sundries

Economic every-style brush photo 7

From Royal Sweden comes a hair brush (£1) which "should suit any girl's hair style, whether is be short and curly, long and straight, fine or thick."

Its bristles are spaced for brushing out a "set" and for getting through any tangled back-combing. It has been designed in consultation with professional hair stylists, to make it a most versatile brush.

To ensure that the brush is an investment which any girl can make for healthy hair, this new Royal Sweden brush has a filling of 70 per cent pure bristle, set into an oiled elm wood handle.

Foot care

Something afoot

Revlon have introduced a "complete treatment collection" for the feet and legs. There are four preparations. Revlon pumice buffing cream (24s) is a light, fluffy cream, containing finely milled natural pumice for the treatment of roughened, calloused areas of the feet. Recommended for use after a warm bath, two or three times a week, it sloughs away accumulated dead toughened skin and leaves the feet smooth and soft.

The foot treatment cream (24s) is a night treatment cream for the feet that lubricates and cools. Lightly perfumed, it is quickly absorbed into the skin, leaving it soft and velvety. It should be used after pumice buffing cream. There is also Spray Comfort for the feet (45s), a cooling aerosol spray that helps revitalise feet that are tired, hot or uncomfortable.

For legs, Revlon have introduced Toning Conditioner (35s) that contains moisturisers and emollients. "Especially good after shaving." (Revlon International Corporation, 86 Brook Street, London W 1.)

PRESCRIPTION SPECIALITIES

MITHRACIN

Manufacturer Pfizer Ltd, Sandwich, Kent

Description Vial containing 2,500 mcg of mithramycin, 100 mg of mannitol and disodium phosphate to adjust the pH to 7 when reconstituted. Freeze dried preparation for intravenous administration

Indication Malignant disease of the testes which has failed to respond to or is unsuitable for treatment by surgery or radiotherapy; cases of marked hypercalcaemia or hypercalciuria due to neoplasm

Dosage etc See literature. Reconstitute with 4.9 ml water for injection

Storage Vials should be stored below 10°C

Packs Single vial (hospital price 100s)

Supply restrictions Hospitals only; direct from manufacturer only

Issued May 1970

TRADE NEWS

Mennen distribution change

With effect from June 1, Golden Ltd will no longer distribute or act as distributors for Mennen products in Great Britain. After that date, all inquiries about Mennen products should be addressed to: Mennen UK Ltd, Mennen House, Marlow, Bucks.

Immac aerosol goes national

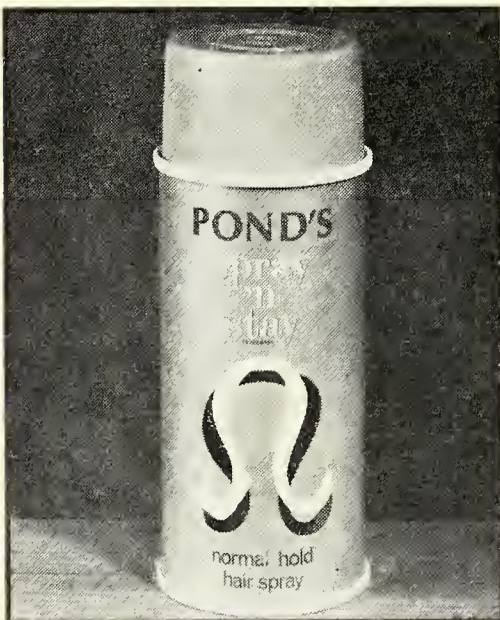
Following extensive test marketing in the south-east, resulting in successful consumer sales, Immac aerosol goes national in June. (International Chemical Co Ltd, Chenies Street, London WC1.)

Drapolene 100g

Calmic Ltd, Crewe, announce that a new pack of Drapolene is available on June 1. It is a 100 g tube (7s).

Aerosol re-pack

Pond's Spray'n Stay hairspray and conditioner has been relaunched with a new aerosol pack. In silver, gold, blue and white, with a new "simple, modern look" Chesebrough-Pond's Ltd, Victoria Road, London NW10, state that Spray'n Stay hair spray contains no lacquer, the spray dries quickly to a crystal clear finish, remains non-sticky in all weather conditions. A special conditioning silicone agent both improves gloss and reduces the hair's sensitivity to moisture. There are two sizes 125 g (5s 9d) and 207 g (7s 9d).



Ilford in the south

As one of the final phases of the re-organisation of their distribution system, from June 1 all Ilford products delivered to photographic retailers and others in the west London area and western home counties are being supplied direct from the company's main southern distribution

centre at Basildon, Essex. Ilford say this will give immediate access to a much wider range of stock than could previously be held at the smaller regional depots, and will improve the general quality of service.

Orders received before 2.30 p.m. each day will be made up and transported overnight to a number of local delivery points. From these, final deliveries will be made the following day. The current frequency of service will be maintained.

When the existing depot at Greenford is closed customers in the area will be asked to post their orders to Ilford Ltd, Basildon, Essex (telephone Basildon 22800). Orders can also still be telephoned to the former number 01-578 4343.

New distribution for Dunhill

Dunhill's range of grooming products for men are now being distributed in Britain by Richards & Appleby Ltd, 12A St George Street, Hanover Square, London W1.

A double size

Tri-Adcortyl cream and ointment is now available in 30g tubes (39s 9d). E. R. Squibb and Sons Ltd, Regal House, Twickenham, Middlesex, state the new size is in addition to the existing 15g size.

Bonus offers

The Bayer Products Co, Winthrop House, Surbiton-upon-Thames, Surrey. Actal 24 and 48. 12 will be charged as 10 on either pack. Not in N. Ireland. (Until June 30). Reckitt & Colman Toiletries Division, Sunnysdale, Derby. Hold & Shine hair spray. Introductory bonus of 14 invoiced as 12 on every dozen ordered.

PROMOTIONS

New hair spray aims at "low priced" leadership

Brand leadership in the low-priced end of the hair spray market is the aim of Reckitt and Colman's new Hold & Shine (see p 804). It is a section of the market worth £16 million of which chemists have a 55 per cent share on a value basis, 47 per cent on units.

After a year's test market, the product goes national, backed by an advertising expenditure claimed to be more than any outside competitor will be allocating in support of a brand during 1970. Continuous TV advertising commences in July and goes on until December, with cinema advertising during the same period in selected areas. The new commercial makes full use of the butterfly theme, depicted on the can, and was in fact shot on location in Spain using "specially trained" butterflies.

Speaking of Hold & Shine's place in the market, Philip Meadowcroft, product manager, said the first objective was to establish trade and consumer acceptance

then to go "flat out" to establish another brand leader such as Supersoft, but in the low-priced sector of the market. "This area of the market is wide open for immediate expansion without lowering the existing sales of Supersoft. Our test market of Hold & Shine has proved that we undoubtedly have a winner so far as both trade and the consumer are concerned." (Reckitt & Colman Toiletries Division, Sunnysdale, Derby.)

Holidaytime with K2r



Brocapharm are highlighting the value of K2r stainlifter on holiday in their 1970 advertising campaign, which breaks in *Woman*, *Woman's Own*, *Radio Times* and *TV Times* this week.

"Your holiday insurance for stain removal" is the theme — by packing a tube of K2r paste in his luggage, the holiday-maker avoids the annoying delays involved in having clothing drycleaned whilst on holiday.

To tie-in, Brocapharm are offering free pigskin luggage tags to retailers ordering the new K2r display outers (price to retailer, 36s 6d). All orders will be invoiced through the chemists' nominated wholesaler.

In addition to the consumer promotion, Brocapharm are mailing 16,000 copies of their "ABC of Stain Removing" booklet to domestic science teachers and Women's Institutes, offering free supplies of the booklet. (Brocapharm Ltd, Trend House, Pyrford Road, West Byfleet, Surrey.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Anadin: All except Ln, Sc, NE, G, E

Breck shampoo: All except E

Comet hair cutter: M, Sc, So, NE, B

Dettol: Ln, Y, WW, So, U, B

Disprin: Lc, Sc, WW, So, A, We, B, G, CI

Q-Tips: Ln

Steradent: WW, So, NE, A, We, B, CI

Zero: Ln, M, Lc, So



The professional answer to athlete's foot

Doctors prescribe more Tinaderm Cream for athlete's foot than any other product. That's because impressive results in practice have established Tinaderm as *the* effective answer to athlete's foot.

And this summer, you can help make the treatment more successful than ever with Tinaderm Powder.

Tinaderm Powder used in conjunction with the Cream not only gives rapid relief from symptoms and prompt clearance of lesions but protection against re-infection as well. And Tinaderm Powder gives you the opportunity to create extra sales for yourself in addition to providing a valuable professional service.

Fungicidal to all dermatophytes
Tinaderm Cream and Powder, containing 1% Tolnaftate, set a new standard of success in the treatment of acute and chronic dermatophyte

infections of the skin, like tinea pedis (athlete's foot). Tolnaftate is not a keratolytic agent. It does not cause desquamation but penetrates lesions to kill the infecting fungi. The Cream has a non-greasy base and does not stick, stain or leave an oily film. The Powder completes the treatment. For best results, Tinaderm Powder should be dusted liberally into footwear, socks and stockings which may act as reservoirs of infection.

Create sales for yourself

Here's an opportunity to create those extra sales yourself. You can turn heavy Tinaderm Cream prescriptions into increased sales by recommending Tinaderm Powder to complete the treatment and guard against re-infection. Tinaderm Cream and Powder... worth your recommendation.

Place your Tinaderm order through your Glaxo representative or your wholesaler and take advantage of the extra 10% saving afforded by the special Discount Parcel terms.

Presentation

Tinaderm Cream: 15 gram tubes
Tinaderm Powder: 50 gram sprinkler tins
Tinaderm preparations are manufactured and distributed for Schering Corporation, USA

Glaxo 



Tinaderm

Trade mark



New Norsebad sales are assured big and fast, with generous margins for you.

***ASSURED** by the superb product itself! Women and men everywhere will buy and give the bath liquid that is already a strong seller in Scandinavia. Norsebad makes your bath scandalously luxurious. It turns water clear fiord-green with sparkling white foam and a seductively tangy fragrance. It has a deep-cleansing skin-toning action that is really invigorating. That's why Norsebad catches on so fast it's the instant habit!

***ASSURED** by the growth of bath liquid sales – now over 55% of the total bath additive market.

***ASSURED** by the spectacular advertising support. This will be the heaviest-ever campaign for a liquid bath additive, from July right through to December. All full-colour advertisements will make surfire sales-appeal in Woman, Sunday Times Magazine, Observer Magazine, Nova, She, Woman's Journal, Vogue, Honey, 19, Reader's Digest.

Over 38 million advertisements will be seen

WEEKLY CHANGES AND ADDITIONS

June Quarterly Price List

prices and purchase tax figures are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide. *Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.*

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
oplast (339 CG)				Body Mist (105 BTD)				dusting powder 1434			65 0
ing first aid M295	16 10	—	2 0	deodorant spray				parfum de toilette			31 0
hable M296	16 10	—	2 0	standard 32cc	28 5	15 8	4 5	1416	—	—	65 0
M207	9 6ea	—	13 5	Bounce (967 Petfoods)				1417	—	—	130 0
pieces asst. M96	10 9ea	—	15 0	handy	58 9	11 4	1 2	1419	—	—	62 0
pieces asst. M284	9 10ea	—	13 10	(6doz)	64 5	12 5	1 11	1427	—	—	45 6
pieces asst. M95	12 6ea	—	17 4	large	64 5	12 5	1 11	1427R	—	—	
pieces asst. M304	9 0ea	—	12 8	(4doz)	64 5	12 5	1 11				
× × × 3 M304L	10 10ea	—	15 2	Bradilan (859 Moore)				Cindico (264 Cindico) existing entoy			D
× × × 1 M304S	6 0ea	—	8 6	Bradilan (878 Napp)				Cindico (264 Cindico)			I
× × × 2 M304M	9 0ea	—	12 8	Britmarine (555 Haffenden)				bib	4 3ea	—	6 9
nd dressings				hot water bottles				senior	9 5ea	—	15 0
× 1/2 × 1 M97	9 7ea	—	13 4	Cambridge No. 3	60 0	—	—	Bouncer	42 2ea	—	67 6
× 1/2 × 2 M98	8 8ea	—	12 2	Cleveland No. 3	60 0	—	—	Bouncetta	54 8ea	—	87 6
× 1/2 × 3 M99	8 8ea	—	12 2	cot series	45 0	—	5 8	de luxe	65 8ea	—	105 0
vidually wrapped				Flaxman Super	70 0	—	—	bouncing cradle	31 9ea	4 2 1/2	55 0
M371	26 3	—	3 1	Nodland	69 0	—	8 6	Cindichair	17 6ea	2 3 1/2	30 0
× Syd M271	23 4	—	2 9	Safety glow No. 3	75 0	—	—	Cinditable	23 1ea	3 1ea	40 0
× Syd M266	112 0	—	13 1	Safety tray No. 3	75 0	—	—	Cindiloo	15 8ea	—	25 0
× Syd M305	27 7	—	3 3	Slumber deep No. 3	60 0	—	—	Cindiseat	43 9ea	—	70 0
× Syd M267	137 8	—	16 3	de luxe	132 0	—	16 6	Cindistand	40 8ea	—	65 0
× Syd M272	30 7	—	3 7	No. 4	67 0	—	—				
× Syd M268	150 9	—	17 8	Slumber sound No. 3	60 0	—	—	Codasphen (859 Moore)	—	—	D
× Syd M273	35 7	—	4 2	Warm wave No. 3	68 0	—	—	Codasphen (878 Napp)	—	—	I
× Syd M269	178 0	—	20 9					Codella (859 Moore)	—	—	D
pruf (339 CG)				Brovolin (859 Moore)				Codella (878 Napp)	—	—	I
er lin × Syd	24 3	—	2 11	Brovolin (878 Napp)				emollient cream 1oz	21 0	7 8	3 2
× Syd	39 6	—	4 9	Brovon (859 Moore)				3oz	48 0	17 7	6 3
(339 CG)				Brovon (878 Napp)							D
on wool	1oz 8 10	—	1 2	Brovonette (859 Moore)				Deedon (859 Moore)		—	D
2oz 13 11	—	—	1 9	Brovonette (878 Napp)				Deedon (878 Napp)		—	I
4oz 22 11	—	—	2 8	Brovonex (859 Moore)				Dentosine (339 CG)			
16oz 6 1ea	—	—	7 9	Brovonex (878 Napp)				100ml	28 6	10 5	4 5
8oz 39 5	—	—	4 4	Bydand (859 Moore)				4oz	—	—	D
16oz 5 7ea	—	—	7 5	Bydand (878 Napp)							
				Bydolax (859 Moore)				Dentu-Creme (1178 Stafford)			
on (40 Allinson)				Bydolax (878 Napp)				18 4	6 9	2 9	
yeast 4oz	62 6	—	2 2	Cannon (224 Cannon)				26 1	9 7	3 11	
	(3doz)	—		hot water bottles				37 6	13 9	5 6	
h reduced rolls				111	5 8ea	—	8 6	De-Odo (67 Ashe)			
te or brown 15	69 6	—	2 4	222	6 0ea	—	9 0	litter pan spray	29 4	—	3 6
	(3doz)	—		333	6 4ea	—	9 6	Desert Flower (1131 Shulton)			
28	40 0	—	4 0	444	5 10ea	—	8 9	hand & body lotion	1814	65 0	34 10
l-Dent (1178 Stafford)				555	6 0ea	—	9 0	roll-on perfume	2779	69 3	37 2
paste 41g	19 9	7 3	2 9	666	6 6ea	—	9 9	sparkling Cologne	1701	83 9	44 11
75g	27 6	10 1	3 10	888	10 8ea	—	16 0	talcum powder	1923	37 6	20 1
le (781 Lusty)				999	6 2ea	—	9 3	Corn Silk powder			
ts 50	28 0	10 3	4 3	baby cot size	5 0ea	—	7 6	refill	6533	—	—
125	54 0	19 9 1/2	8 0	Babysafe	5 10ea	—	8 9	Dylon (816 Mayborn)			
Philippe (48 AP)				Dolphin	6 0ea	—	9 0	tie & dye kit	120 0	—	15 0
poo's 14				Fleur de Lis	8 4ea	—	12 6	Endocil (1419 Intec) existing entry			D
ouveau (624 Houbigant)				Noah's Ark series	9 4ea	—	14 0	Endocil (1419 Intec)			I
oil spray 3741	—	—	30 0	Radiator	8 4ea	—	12 6	foundation cream 30g	55 7	30 7	9 6
lotion 3771	—	—	49 6	Royal Scot	10 8ea	—	16 0	hand care cream 38g	39 6	21 9	6 9
powder mist				Superb	7 4ea	—	11 0	moisturising lotion			
gne friction 3733	—	—	17 6	Velvetex	8 0ea	—	12 0	28g	60 0	33 0	10 3
3729	—	—	25 0	Cardinelli (226 CBP)				60g	102 5	56 4	17 6
3727	—	—	45 0	eyeshadow	54 0	29 8	9 6	28g	60 0	33 0	10 3
3728	—	—	76 0	Chantilly (624 Houbigant) existing entry				150g	70 3	38 8	12 0
de Bain				Chantilly (624 Houbigant)				skin cleanser			
veau 3746	—	—	49 6	creme de Chantilly				skin tonic & freshener			
ing powder 3734	—	—	49 6	1346	—	—	49 6	150cc	96 7	53 2	16 6
y milk bath				dusting powder	1334	—	36 0	sun-care lotion	110g	70 3	38 8
yder 3754	—	—	49 6	eau de toilette	1318	—	25 0	treatment cream	30g	54 1	29 9
mist 3710	—	—	29 0	1316	—	—	37 6	75g	112 8	62 0	19 3
3711	—	—	49 6	1317	—	—	49 6	120g	166 9	91 9	28 6
m 3797	—	—	14 0	pure spray	1414	—	45 6	Escapade (1131 Shulton)			
ct (103 Beecham)				hair spray	1361	—	21 0	talcum	37 6	20 1	6 6
10oz 38 3	—	—	4 0	perfume	1404	—	34 0	Eupinal (339 CG)			
20oz 70 4	—	—	7 4	1305	—	—	49 6	100ml	28 0	10 3	4 7
arine (Cardin (1131 Shulton))				1307	—	—	90 0	200ml	50 0	18 4	8 0
s eau de toilette				1307	—	—	150 0	4oz & 8oz	—	—	D
2oz 20 3ea	10 10ea	42 0		spray	1465	—	52 6	Fix (1351 WLU)			
4oz 31 3ea	16 9ea	65 0		refill	13655	—	39 6	hair setting lotion	19 8	10 10	1 8
8oz 50 7ea	27 2ea	105 0		soap (3)	1351	—	22 6	(2doz)	(2doz)		
				talcum	1397	—	14 0				
				Louis XVI collection							

Specify **'Wellcome'** brand Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent

IMPERIAL
CO-OP 25

Imipramin

		Trade	Tax	Retail			
Gill's (101 Beautisales)	shampoo sachets				D		
Gromidin (115 Bengue)					D		
Haemovin (859 Moore)		—	—	—	I		
Haemovin (878 Napp)		—	—	—	I		
Horlicks (103 Beecham)							
	1lb	24	9	2	4		
	1lb	41	7	4	0		
	1lb	71	10	7	0		
	3lb	97	6	19	0		
	5lb	25	2ea	—	—		
	10lb	49	7ea	—	—		
	chocolate flavoured						
	6oz	33	2	3	2		
	12oz	60	9	5	9		
	5lb	25	2ea	—	—		
	tablets	34	8	7	—		
	(6doz)						
In Love (1376 Hartnell)	existing entry				D		
In Love (1376 Hartnell)					I		
(distributors 261 Christy)							
	bath dusting powder						
	HL7	124	0	68	2		
	creme perfume			21	5		
	HL47	88	0	48	5		
	eau de toilette	HL10	88	0	48	5	
	standard	HL10/3	76	0	41	10	
	spray mist	HL11	115	8	63	7	
	hand lotion	HL33	53	0	29	2	
	perfume	HL1	61	0	33	7	
		HL15	104	0	82	2	
		HL5	192	0	105	7	
		HL2	336	0	184	10	
		HL3	532	0	292	7	
	spray	HL6	144	0	79	2	
	talcum	HL9	56	0	30	10	
Iso-Brovon (859 Moore)		—	—	—	D		
Iso-Brovon (878 Napp)		—	—	—	I		
Isovon (859 Moore)		—	—	—	D		
Isovon (859 Napp)		—	—	—	I		
Libovax (208 BW)							
	poultry vaccine	vial	40	0ea	—	47	0
Lucozade (103 Beecham)							
	small	23	0	3	9	1	4*
		(2doz)		(2doz)			
	large	31	2	6	0	3	6*
		*Includes	3d	for container			
		*Includes	4d	for container			
Maloprim (208 BW)							
	tablets	6	12	0	—	1	6
		30	42	0	—	5	3
		500	44	0ea	—	66	0
Metheph (859 Moore)		—	—	—	—	D	I
Metheph (878 Napp)		—	—	—	—	I	I
Moore's (859 Moore)		—	—	—	—	I	I

		Trade	Tax	Retail
Moore's (878 Napp)				
baby cream	1½oz	27 0	—	3 4
teething jelly	1oz	24 0	8 10	3 9
Nitrong (859 Moore)				
Nitrong (878 Napp)				
Norpramine (901 Norton)	†s4B			
tablets	100	10 0ea	—	—
	500	45 0ea	—	—
Nu-Cot (903 NPU)	existing entry			
Nu-Cot (903 NPU)				
wool	60g	31 6 (3doz)	—	1 3
	150g	39 2 (2doz)	—	2 4
	250g	31 10	—	3 9
Phillips (978 PYP)				
fish food maxiflakes	1½oz	50 0	10 9	7 2
PIB (859 Moore)				
PIB (878 Napp)				
PIB Plus (859 Moore)				
PIB Plus (878 Napp)				
PLJ (103 Beecham)				
lemon juice	standard	32 5	6 4	3 8*
	large	53 0	10 10	6 2*
		*Includes 4d for container.		
Proctoids (1352 Wyeth)				
Ribena (103 Beecham)				
standard		37 9	7 5	4 4*
		*Includes 4d for container.		
Sanoid (339 CG)				
boil treatment		15 0	5 6	2 4
Sensodyne (1178 Stafford)				
toothpaste	60g	34 3	12 7	5 3
Shloer (103 Beecham)				
liquid apples	small	29 2 (2 doz)	5 2 (2 doz)	1 7*
	large	35 5	7 10	4 2*
		*Includes 3d for container.		
Strix (859 Moore)				
Strix (878 Napp)				
Trusts (103 Beecham)				
dog or cat tablets		34 2 (6 doz)	—	7
Variban (339 CG)				
elastic adhesive bandage				
1in×3yd		28 11	—	3 4
2in×3yd		48 6	—	5 8
2½in×3yd		59 4	—	7 2
3in×3yd		70 4	—	8 2
4in×3yd		90 6	—	10 6
Woolulose (339 CG)				
household wool		18 0	—	2 2

		Trade		Tax	Retn
bitter	2gal	6	5ea	—	9
	5gal	10	0ea	—	14
lager	2gal	6	5ea	—	9
	5gal	10	0ea	—	14
Helena Rubinstein (596 HR)					
eyeliner automatic		—		—	35
refill		—		—	17
Hymosa (887 New Era)					
after shave cream		82	0	45	1
balm		51	4	18	10
lotion handbag size		23	5	12	10
perfume Black Beauty		158	2	87	0
soap toilet (3)		57	10	21	4
talcum		39	4	21	7
Hypnotique (813 MF)					
eau de toilette aerosol		92	0	50	7
Johnsons (672 Johnson)					
protective pants		24	9ea	3	5
		27	5ea	3	9
		29	2ea	4	0
interliners	12	78	0	—	9
Lentheric (753 Lentheric)					
Centaur					
after shave lotion					
	52ml	—		—	17
	105ml	—		—	27
Cologne					
	52ml	—		—	22
	105ml	—		—	37
foam shave	135g	—		—	15
pre-electric shave					
	52ml	—		—	17
	105ml	—		—	27
soap		—		—	6
talcum	105g	—		—	13
Miners (876 MP)					
eye shadow		34	4	18	10
nail lacquer					5
fruit drops		18	11	10	5
Minolta (667 JCL)					
camera 35mm					
Hi-Matic C		—		—	899
Mistess (1419 Intec)					
aerosol spray	54g	38	0	20	11
Natural Wonder (1052 Revlon)					
medicated mask		—		—	20
New Era (887 New Era)					
travelling set light-weight		193	0	70	9
travelling case de luxe		270	0	99	0
'Schuessler' cabinet		605	0	170	6
Nobilis (905 Nutrilkem)					
poultry vaccine					
H120 1000 dose vial		40	10ea	—	48
H52 1000 dose vial		96	4ea	—	113
Optima (16 AGL)					
cameras					
Sensor 200		—		—	852
500		—		—	1045
Orlane (1145 Sirex)					
creme hydratante					
liquide	tube	—		—	42
	jar	—		—	67
lipstick agate		—		—	19
liquidil		—		—	29
sol a gel		—		—	38
tan a sol		—		—	39
Paridic (776 JML)	200g	16	0	—	2
	400g	28	0	—	3
Primitif (813 MF)					
eau de toilette aerosol		92	0	50	7
Revlon (1052 Revlon)					
Eterna 27					
body lotion		—		—	117
breast contour drops		—		—	99
foot spray		—		—	45
foot treatment cream		—		—	24
leg toning conditioner		—		—	35
pumice buffing cream		—		—	24
Savlon (649 ICI)					
antiseptic cream	15g	14	0	—	1
	30g	23	0	—	2
	60g	40	0	—	4
barrier cream	50g	19	0	7	0
Silette (16 AGL)					
camera					
Sensor LK		—		—	739
Simpkin's (1141 Simpkin)					
existing entry (30)					
Simpkin's (1141 Simpkin)					
chocolate centred					
barley sugars					
butterscotch chocolate	15	0		3	4
lime chocolate	15	0		3	4
mint chocolate	15	0		3	4
orange chocolate	15	0		3	4
glucose barley sugar					

THIS WEEK'S CHANGES

		Trade		Tax		Retail		
Amethozol (776 JML) †s7								A
ointment (vet.)	5g	24	0	—	—	—	—	
Aronde (287 CPC)								
bath essence	270	46	7	25	0	7	11	C
bubble bath	284	51	2	18	4	7	11	R
herbal	285	11	10	4	3	1	10	A
cream rinse	236	12	4	4	6	1	11	
deodorant roll-on	43	26	6	14	2	4	6	
spray	156	20	8	11	1	3	6	
eyeshadow quartet	107	17	2	9	3	2	11	
	108	17	2	9	11	2	11	
hair setting lotion	25	26	6	14	2	4	6	
hair spray aerosol	150	29	0	15	6	4	11	R
hand cream "Busy Miss"	33	13	3	7	1	2	3	A
hot water bottles								
with handle	2013	57	0	—	—	6	3	
double ribbed	2012	59	0	—	—	6	9	
large	2014	66	0	—	—	7	6	
lipstick	255	22	4	11	4	3	9	
quartet	441	14	8	7	11	2	6	
liquid make-up	225	23	1	12	5	3	11	
shampoo egg & lemon	69	10	9	3	10	1	8	R
talcum perfumed	26	34	4	18	5	5	11	A
cold cream	45	—	—	—	—	—	—	D
hair setting lotion	21	—	—	—	—	—	—	D
shampoo lacquer								
removing		—	—	—	—	—	—	D
witch hazel tonic	35	—	—	—	—	—	—	D
Asahi Pentax (1027 Rank)								
camera 5L		—	—	—	—	1999	7	●
B.C.K. (776 JML)								
granules (vet.)	300g	102	0	—	—	—	—	A

		Trade	Tax	Retail	
	3k 10oz	66 0ea	—	—	I D
Beechams (104 BP)					
tablets	40	43 5	16 0	6 0	C A
Camay (1010 P & G)					
soap toilet		58 0 (6doz)	20 9 (6doz)	1 3	
bath		59 6 (4doz)	21 3 (4doz)	1 11	
CVK (2 Abbott) T5					
solution 250mg 100ml		13 3ea	—	19 11	●
Elasto (887 New Era)					
nature salve		32 2	11 9	5 0	A
Elizabeth Arden (60 Arden)					
salon set		—	—	58 0	● A
Fairy (1010 P & G)					
soap complexion		58 0 (6doz)	20 9 (6doz)	1 3	
bath		59 6 (4doz)	21 3 (4doz)	1 11	
family		37 6 (2doz)	13 5 (2doz)	2 5	
Franol (97 Bayer) †s1s4A					A
tablets	100	90 0	—	—	
	500	33 11ea	—	—	
	1000	66 4ea	—	—	
Franol Expect (97 Bayer) †s1s4A					A
150ml		62 0	—	—	
11		22 4ea	—	—	
Franol-Plus (97 Bayer) †s1s4A					A
tablets	50	79 0	—	—	
	250	28 7ea	—	—	
Geordie (1463 VBL)					●
home brewing kits					

	Trade	Tax	Retail
in	2 8	7	4
ose confections			
ley sugar plain	12 9	2 10	1 8
ley sugar fruits	12 9	2 10	1 8
ter lemon drops	12 9	2 10	1 8
ackcurrant and			
quorice	12 9	2 10	1 8
terminits	12 9	2 10	1 8
terscotch	12 9	2 10	1 8
ar mints	12 9	2 10	1 8
its-de-luxe	12 9	2 10	1 8
Cees black cherry	12 9	2 10	1 8
rose hip	12 9	2 10	1 8
blackcurrant	12 9	2 10	1 8
orange	12 9	2 10	1 8
Cets (lgross)	31 6	6 11	4
on & honey	12 9	2 10	1 8
tchum mint creams	12 9	2 10	1 8
n & butter	12 9	2 10	1 8
rbert fruits	12 9	2 10	1 8
gerine, lemon &			
rapefruit	12 9	2 10	1 8
acle & liquorice	12 9	2 10	1 8
nter warmers			
(lgross)	31 6	6 11	4
tins			
orted fruit drops	27 6	6 0	3 6
ley sugar drops	27 6	6 0	3 6
estive mint drops	27 6	6 0	3 6
Cees blackcurrant	27 6	6 0	3 6
orange	27 6	6 0	3 6
on acid drops	27 6	6 0	3 6
gerine, lemon &			
apefruit	27 6	6 0	3 6
icated confections			
four drops	3 4	1 3	9
i coff drops	10 0	3 8	1 6
nchial drops	3 4	1 3	9
ldren's cough drops	3 4	1 3	9
ose winter candy	9 7	2 1	1 3
nthol & eucalyptus			
ops	10 0	3 8	1 6
L. drops	3 4	1 3	9
acle cough drops	3 4	1 3	9
illes			
iseptic throat	17 3	6 4	2 9
orted fruit	9 4	2 1	1 3
arrh	17 3	6 4	2 9
ly Duckling	17 3	6 4	2 9

	Trade	Tax	Retail
extra strong cough	17 3	6 4	2 9
Gee's linctus B.P.C. †	16 9	—	2 0
glycerine & black-			
currant	19 3	4 3	2 9
glycerine, lemon &			
honey	19 3	4 3	2 9
glycerine of thymol	20 0	—	2 6
menthol bronchial	17 3	6 4	2 9
menthol & eucalyptol			
B.P.C.	20 0	—	2 6
mouth ulcer	20 0	7 4	3 0
sugarless fruit pastilles	20 9	4 7	2 9
roll packs			
blackcurrant fruit			
pastille	5 9	1 3	9
cough	3 10	1 5	7
glucose fruit pastille	5 9	1 3	9
glucose peppermint	3 9	10	6
Koala fruit	4 4	11	7
menthol & eucalyptus			
B.P.	8 0	—	1 0
Teddy cough pastille	5 0	1 10	9
sundries			
finest peppermints	3 7	9	1 6
glucose sulphur tablets	9 0	3 4	1 6
L.L.C. lozenges			
1oz	6 3	—	9
2oz	12 0	—	1 6
Sparklets (183 BOC)			
syphons			
Ambassador	115 5ea	15 10ea	189 0
Executive	85 8ea	11 11ea	126 0
President	320 7ea	44 1ea	525 0
Spillers (1172 Spillers)			
mixed ovals	6 1lb	81 0	17 9
Kenno biscuits	28lb	26 9ea	5 10ea
Saval	6 1lb	85 3	18 6
Shapes	6 1lb	81 0	17 9
Winalot meal	6 1lb	81 0	17 9
Tosca (1141 Simpkin)			
liquorice sticks	25g	—	10 10
Tri-Adcortyl (1176 Squibb) T5			
cream	30g	26 6ea	—
Ultraproct (1479 SCL) T5			
Vitalising (1286 VGC)			
(distributors 1141 Simpkin)			
glucose tablets	rolls	8 5	—

AMENDMENTS TO KEY TO SUPPLIERS

905 Nutrikem=**Nutrikem Ltd.**, Dalton, Thirsk, York-shire. Topcliffe 392.
1561 MD=**Michael Denham Ltd.**, North Lane, Alder-shot, Hants. 0252-24373.

Stop press

	Trade	Tax	Retail
Drapolene (218 Calmic)			
100g	56 0	—	7 0
Faithful (976 Petfoods)			
handy	71 6	13 10	1 5
(6 doz)	86 10	16 9	2 7
large	(4 doz)	(4 doz)	
Gardenal (971 P5MB) †sls4A			
tablets 15mg	100	18 0	2 3
1000	66 0	—	8 3
30mg	100	20 0	2 6
500	52 0	—	6 6
1000	90 0	—	11 3
60mg	100	26 0	3 3
1000	12 0ea	—	18 0
100mg	100	36 0	4 6
1000	18 6ea	—	27 9
Hold & Shine (1038 R & C)			
hair spray	31 3	17 2	4 9
Mithracin (969 Pfizer) T5			
freeze-dried vial	100	0ea	—
Soneryl (971 P5MB) †sls4A			
tablets	25	16 0	2 0
100	40 0	—	5 0
500	12 6ea	—	18 9
5000	120 0ea	—	180 0
Theogardenal (971 P5MB) †sls4A			
tablets	100	84 0	10 6
500	30 10ea	—	46 3
Trufood (1249 Trufood)			
Follow On	16oz	64 10	6 9
half cream	16oz	62 4	6 9
humanised	15oz	64 10	6 9

erapeutic—pharmacological index

Following products to be added under the
ications stated

Norpramine
Phosphate Sandoz Effervescent

INTER-ALIA

GENERIC

Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

		Per 250	Per 500	Per 1000
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(Phenylbutazone B.P.)	200 mg.	8/- (£0.40p.)	..15/6 (£0.78p.)	.. 30/2 (£1.51p.)
IA-LOXIN	250 mg.	26/- (£1.30p.)	..51/- (£2.55p.)	..100/- (£5.00p.)
(Oxytetracycline B.P.)				
IA-PEN	125 mg.	22/- (£1.10p.)	..43/- (£2.15p.)	.. 85/- (£4.25p.)
(Penicillin V. B.P.)	250 mg.	43/- (£2.15p.)	..85/- (£4.25p.)	..160/- (£8.00p.)
IA-PRAM	25 mg.	14/6 (£0.73p.)	..28/- (£1.40p.)	.. 55/6 (£2.78p.)
(Imipramine B.P.)				
IN-SOLONE	1 mg.	4/3 (£0.21p.)	.. 7/3 (£0.36p.)	.. 13/11 (£0.70p.)
(Prednisolone B.P.)	5 mg.	12/6 (£0.63p.)	..24/- (£1.20p.)	.. 47/3 (£2.36p.)
IN-SONE	1 mg.	4/- (£0.20p.)	.. 7/- (£0.35p.)	.. 13/5 (£0.67p.)
(Prednisone B.P.)	5 mg.	11/6 (£0.58p.)	..22/6 (£1.13p.)	.. 44/5 (£2.22p.)



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er on your counters. She's tastefully distinctive and delightful. She's
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5 bath bottle	8/3	
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norsebad A Nicholas  Product



Jeyes-Parozone Sales Limited now has a

**new name new address
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JEYES

Jeyes business has expanded dramatically over the last 5 years and has outgrown its existing production facilities. The new name, which will reflect the Company's total Research, Manufacturing, Sales, Administration, Marketing and Distribution activities, will be, as from June 8th 1970:

JEYES UK LIMITED

and the address of our new and superbly equipped factory will be:

**Brunel Way Thetford Norfolk
Telephone: Thetford 4567**

These important changes herald the beginning of a new and even more profitable era for the Company. We cordially invite you to benefit from it.

JEYES UK LIMITED
Brunel Way, Thetford, Norfolk.
Telephone: Thetford 4567 Telex: Thetford 81401 Cables: Jeyes Thetford

COMMENT COMMENT COMMENT COMMENT COMMENT

The Council election

A vote for the establishment—with a difference—is probably the only interpretation to be put on the result of the recent election of members of the Council of the Pharmaceutical Society (p 795).

Mr J. P. Kerr and Mr J. E. Balmford occupied the fourth and fifth places and were returned to Council after an absence of one year, taking the places occupied by Mr D. H. Maddock and Mr D. N. Sharpe.

There can be no doubt about the wishes of the electorate concerning Messrs D. E. Sparshott and J. A. Myers, both of whom polled more than 500 votes more than the third candidate, Mr A. G. M. Madge.

Yet each of them—beyond being members of Council, appeared to appeal to the electorate in different ways. Mr Sparshott was forthright in his support of resale price maintenance and then said the Medicines Act must be used to promote pharmacy in all its aspects. Mr Myers began by referring to the need for Councillors with legal and administrative training to deal with Medicines Act implications, while Mr Madge hardly referred to the Act in his policy statement.

It is evident that the one-third of the membership who bothered to vote on this occasion did not want candidates with a "party" label. Neither the North-east London platform nor the "support" of the Chemist Action Group proved to have any special attraction.

The result also belies the claims of the sectional and regional representation proponents—hospital, industry and employees are represented among the successful candidates, while the two rejected Councillors are both members of the National Pharmaceutical Union Executive who might have been expected to appeal to the "big vote" private retail sector.

It looks as if well-known names are much more advantageous, and therefore those who wish to aspire to Council for the first time must expect to fight a number of elections before they can achieve office.

Training for profit

Few proprietor pharmacists will have been attracted by the Distributive Industry Training Board's offer to "opt in" to its levy and grant scheme if they are below the minimum £5,000 payroll level. On the present levy, they would have to pay out £12 10s a year and could claim back up to 150 per cent of that figure only by employing training staff and sending staff on courses—generally impracticable in the smaller pharmacy.

But as the Board expands its schemes, the "fall out" of value to the small business is increasing. The Board's philosophy is to have training undertaken because it is profitable commercially, not just as a means of reclaiming grant paid, and in the new grant scheme for 1969-71 (p 796) it goes a long way to helping firms to help themselves.

An example is a move towards training at the point-of-sale by giving grant for the time spent by an instructor in training or instructional activities. An "instructor" must have attended an "instructor" course of not less than

15 hours' duration, and efforts are being made to ensure that such courses are provided either locally or through trade associations. The Board would like this training to be off-the-job—half an hour before opening, for example, —and has an obvious point when it says that correction of an assistant in front of a customer is bad for business.

Another help the Board provides with the issue of the latest grant scheme is guidance, by examples, on the preparation of written job specifications and the starting of training programmes. The mere existence of these for each staff member qualifies the employer for grant, and the exercise of critical examination of what *is* done may result in economies being made. Both the job specifications and training programmes are likely to be fairly constant in any one trade for the smaller business. Is there not a function for the NPU here, perhaps through the Pharmacy Assistants' Training Board? Printed cards might be prepared which need only the assistant's name and progress to be filled in, at one and the same time qualifying for grant and guiding the training.

The Board itself has already made progress with the big businesses and is now taking steps to come to terms with the problems of the small man. It should not be long before a working party is formed to examine pharmacy in particular. Meanwhile, pharmacists should keep an eye on the direction in which training is going and the requirements they are likely to have to fulfil when the scheme involves them.

Money well spent

The treasurer of the Pharmaceutical Society accurately and actively pointed out at the annual meeting (p 795) that the Society existed in a daily commercial atmosphere that involves the meeting of increased costs of goods and services and a need to "balance budgets."

Not for the first time he has warned the membership that there is no alternative to increased statutory fees in 1971.

There is a continued demand by the membership for an effective and efficient secretariat at No 17—a secretariat that is likely to expand as legislation in pharmacy becomes more complex, moreover, the demand is likely to apply also to activities in a wider field than hitherto.

That, however, does not mean an inflationary expansion of the Society's activities without concern about costs. The Council and the Society's officers must ensure that the Society's finances are put to good use and that the budgets are subject to strict surveillance.

Branch committee members have also a responsibility here for we often wonder if it is really essential to invite Council members — at members' expense — merely to acknowledge—sometimes lightheartedly—a toast that could have been replied to just as well by others and in less expensive terms.

Nevertheless, one aspect of the 1969 accounts could well be the subject of some re-negotiation—the Administration of the Pharmacy Acts. Surely there are grounds for some further amelioration by the Government of a greater proportion of the costs involved.

FOOT CARE IS A MARKET OF

Advertising has changed customer motivation — giving new opportunities for profit

Feet. If that word suggests only sales of corn plasters in your pharmacy, you are failing to move with the market and may miss out on some very profitable extra business this summer.

Research some years ago suggested that women regarded their feet either as something "funny" or as so personal that it was not "right" to discuss them. That attitude was probably a hangover from the times when young children's feet were cramped into ill-fitting shoes, resulting in unsightly deformities and painful conditions. However, the more enlightened view prevailing today has given many younger women the opportunity to expose their feet without embarrassment — a point upon which the fashion footwear industry has not been slow to capitalise.

Those same changes have allowed the negatively-motivated "foot aid" market to develop into a positive and expanding "foot care" market, largely through the leadership of Scholl who have completely reorientated their outlook and their advertising policy in the past few years with such an expansion in mind. The resultant growth has benefited not only Scholl and other manufacturers in the field, but also, because so many sales are made through him, the retail pharmacist — if he is alive to the market's activity.

Because Scholl are so big in foot care — getting on for 90 per cent of the advertising expenditure in this area is by them — it is worth watching their 1970 programme as a guide to the way things will develop this year. In 1968, the theme was "Hello foot" — this gave the break from tradition and sought to make the customer "foot conscious." At the same time, new products like freshener spray and foot beauty cream offered the opportunity to indulge this re-discovered part of the anatomy.

Pain is out

This year things go a stage further — pain is out, beauty is in, so far as the main weight of the campaign is concerned. Top selling magazines — *Woman*, *Woman's Weekly*, *Annabel*, *Honey*, *She*, *My Weekly*, *True Story*, *True Romances*, *Woman's Story* — are carrying full-colour spaces in each of which photographs of really attractive feet dominate. The bold captions catch the mood — "A Scholl girl isn't just a pretty face," "Feet are getting nicer," "Men are going crazy about feet," "The summer of the beautiful foot."

If you are well stocked and have the goods on display, the recent spells of hot weather should have got things on the move. If not, there is no time to lose. Plenty of point-of-sale material is available, bringing the foot care and comfort message to the counter and reinforcing the impact of magazine advertising.

At the top of the list for sales and profit



THE MOVE



should come the foot exercise sandal. The aim here is to make the toes follow a grip-relax-grip sequence, toning up the foot muscles—and, it is claimed, slimming legs and ankles. Marketing strategy has changed here also since the first models were introduced by Scholl in 1962. The “wearing apparel” image soon gave way to the fashion and “doing your feet good” selling points—aided of course by the professional approval provided by the pharmacist’s recommendation.

Surprisingly, perhaps, pharmacists have been taking up the fashion models very well. Mobbs Miller, who expected these versions to sell mainly through the shoe trade, say they have been inundated with orders, while Scholl are pleased with the “real support” they are getting—and they sell only through chemists and department stores.

The 1970 advertising is being aimed directly at the younger age groups—with cinemas and Radio Luxembourg adding weight to the main teenage-young woman magazines. Scholls are particularly anxious with this campaign to break the “generic” image their exercise sandals have created for themselves—which is why stress is being placed on their patented gripper bar (it lies under the four lesser toes only and allows the big toe to fit comfortably into a hollow). “Stop slopping about in imitations” is one of the themes as this lucrative market becomes more competitive.

Young women the target

Mobbsmiller’s advertising has been concentrated towards the up-market section of the younger women’s magazines—*Honey*, *Vanity Fair*, *Flair*, *Annabel*, *My Weekly* and *She*. The family image, through the promotion of their Nature Child model is being catered for in *Mother* magazine. This advertising will continue until August.

Many foot “treatments,” such as powders, have been able to make the grade as positive foot “care” products, but although the market image may have changed, the foot sufferer still remains a good customer. It has been estimated that seven out of ten women suffer from a foot complaint of some kind, almost four out of ten from corns—and pain is the greatest of all “negative” motivators.

Foot aids are traditionally chemists’ business and despite the trend to self-selection bars for the products, professional advice is often sought. Central to this market, of course, is the corn plaster or corn cap. Carnation hold the market leadership and are receiving support throughout the “season” in leading Sunday newspapers and women’s magazines. Already proving popular among the point-of-sale aids is a new moving spiral, printed with the alternating legends “End corn agony” and “Use Carnation corn caps.” There is still time to catch Cuxson Gerrards current bonus on the Carnation range—it ends June 30.

Peak sales in this area should be coming during the next two or three months—it is a highly seasonal market, with hot weather making corns and their treatment really good business. Besides the products of the specialist foot-care manufacturers,

many others falling into this category should be included in displays—the powders, creams, foot-bath salts, corn paints, etc, which are to be found in the lists of proprietary medicine manufacturers.

Certainly Scholls have not forgotten foot-aids in their new advertising outlook, but once again the “positive” approach comes through in copy such as “Don’t put up with uncomfortable, *unattractive* feet.” And included in the composite advertisements for their many surgical and therapeutic products is the new foot refresher spray to make the feet cool on hot, sticky days. A selling point for this aerosol is that it can be sprayed through stockings.

Another rapidly growing sector of the market—by about 20 per cent a year—is elastic support hosiery. Again it has been estimated that 5 million men and women suffer from varicose veins, and at any one time there are also 600,000 expectant mothers. Prejudice against elastic stockings continues, however, particularly among the younger women who do not realise just how far some of the lightweight stockings have come towards being indistinguishable in wear from ordinary nylons.

To overcome this, Scholl’s Nylastik advertising this year carries the message “If these really *are* elastic stockings, why have you left it so long.” The effect is given by an untouched photograph showing the stockings in use, with a hand placed behind to show the fineness of the texture.

This market is becoming fiercely competitive, but all the competing manufacturers have a common aim in their advertising—“to destroy for ever the idea that support stockings have to be ugly,” as Elbeo put it. Elbeo’s Supp-hose panty comes into the pharmacy having previously been supplied only to hosiery outlets, and offers the tights version that many modern women demand. The Supp-hose panty is being featured in colour advertisements in *Vogue*, *Harper’s Bazaar*, *Nova*, *Queen* and *Flair* throughout the year, and also in publications which are aimed specifically at the young expectant mother.

Sales inducements

Lastonet also go for the fashion aspect with their Lastolita lightweight nylon stockings, which are backed with national advertising and point-of-sale aids. To the chemist the company offers a three-point sale inducement—quick reliable delivery, “exceptional” trade terms on six or more pairs, plus a “no quibble” guarantee.

To sum up, foot care is an old market come alive. It has special attraction because the major manufacturers supply almost exclusively through chemists and department stores, and others coming into the market know they have to woo the chemist to get established. It is also an area eminently suited to advice at point-of-sale—the pharmacist’s forte.

The manufacturers are putting a lot of money and effort into their campaigns—it is up to the pharmacist to ensure he takes a lot of profit out!

LETTERS

Double Rotary event

I note from your recent issue (May 16, page 737) the suggestion that all pharmacists in Rotary should send their signatures to be included in an album to be presented to this year's president of Rotary International in Great Britain and Ireland.

It could well be of interest to many pharmacists in Rotary to hear that a double event in this connection occurs this year inasmuch that in District 101, South Scotland, a pharmacist, J. Crawford Lamb, is district governor. Some months ago a dinner, attended by many Rotarian pharmacists, was held to honour Crawford Lamb's occupying this important position.

Having a long connection with pharmacy and Rotary, it is gratifying to me to learn that pharmacists, whose services to the community are so important, are now managing to take office in Rotary and play an important part in this great movement.

A. McConnochie,
Chairman, Jackel & Co Ltd,
Blyth, Northumberland.

Eucalyptus seeds

In the past I have offered in the pharmaceutical Press seeds to grow indoor eucalyptus trees at three for 4s.

If any seeds have been infertile or unsatisfactory, I will replace them if past recipients will send me a stamped addressed envelope.

The seeds are easy to grow in warm air with a light covering of John Innes seed compost No 3 in pots and moisture under the pots.

R. V. Owen
5 Woodhurst Road
Birmingham 13

Health centres

E. C. Tenner (last week, page 780) may be interested to learn that yet another health centre is planned that will include dispensing facilities for the local doctors.

The West Riding County Council plan to build a centre at Nether Poppleton, York, in the near future. There is a pharmaceutical service in this village, which is an overspill area of York, around three miles from the city.

I have no idea whether the local pharmaceutical committee is aware of the dispensaries being provided in the centre, or, indeed, if the Society has been notified.

B. H. Shephard
Pocklington, York

Prescription poser

This, the second item on a prescription, defeated me said the pharmacist who submitted it.

*(2) Cinex n 104
n! 1504*

Photographic equipment review

Rank Aldis Ranger 35 camera. Made in Korea and distributed in Britain by Rank Audio Visual Ltd, PO Box 70, Great West Road, Brentford, Middlesex. Recommended retail price £32 15s 8d.

This is a very presentable piece of equipment having a coincident pattern rangefinder and a built in CdS exposure meter: the rangefinder is coupled to the front focusing ring of the lens mount but the exposure-meter settings have to be transferred from the indicator dial on the camera top-plate to the aperture ring. The meter circuit is powered by a tiny S-76 Ever-Ready (but made in Japan) 1.5v silver-oxide battery.

The working scales are particularly clear, with colour indications on the aperture scale corresponding with similar coloured dots close to the focusing ring to indicate the depth-of-field at any given aperture. On the underside of the lens barrel is the setting ring for the film-speed rating with both DIN and ASA speeds.

It was believed that "translations," as such (instead of new English language versions), of instruction booklets had mercifully disappeared, but no! Unless one reads most carefully through the information provided it is unlikely that the operation of the camera will be understood . . . a typical example is '02 (dark orange) makes blue subjects are rendered darker.' Again, there is no reference whatever to the fitting of the battery for the CdS meter and it *can* be inserted incorrectly. This is a great pity for the camera performs well and no trouble whatever was experienced in handling it.

The usual series of ordinary exposures was made, using a medium-speed panchromatic film and the camera on a tripod, both outdoors and indoors—the latter with electronic flash. The results are very good, especially in the middle range of apertures.

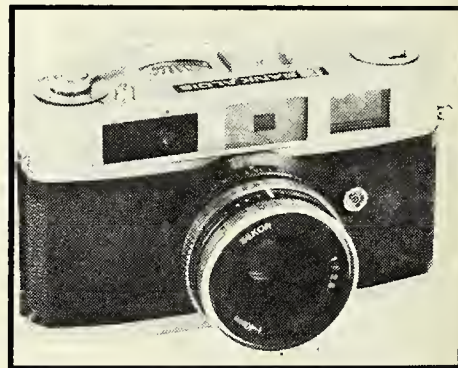


The reproduction is from the centre of an 8x enlargement and is shown same size. Normal speed black-and-white film was exposed in the camera placed on a firm support and the negative was developed in a standard developer. A "straight" enlargement was made on normal paper, simulating a whole-plate print which is usually the largest size asked for from this size of negative

Presentation is a card carton, printed in red and black, with a corrugated-card inner and corrugated-card inserts as fillers. The item tested was supplied complete with black-leather case and a plastic-strip neck sling. (This cannot be used with the camera as it has loops and studs at each end which do not match the lugs on the camera which have only a small hole through which, presumably, spring clips would pass.) Admittedly small triangular split rings are provided but these are tricky to get on and off the lugs—and if used it means that the strap has to be unbuttoned to get it off the rings and fastened on to the square rings on the camera case.

Rank Aldis Ranger 35 camera

FILM SIZE	35 mm in standard 20- or 36-exposure cassettes or patterns
MANUFACTURER	Korean
DISTRIBUTOR	Rank Audio Visual Ltd, PO Box 70, Great West Road, Brentford, Middlesex
LENS	40 mm Sekor f/2.8 (min f/22) 4-element
SHUTTER	Seiko with speeds B and 1/250 sec
FEATURES	Coupled coincident rangefinder; built-in exposure meter (not coupled); provision for cable-release and tripod
ACCESSORIES	Case—black leather ever-ready type with swing-down top section having bright metal rim



DIMENSIONS	5 3/8 x 3 1/4 x 2 5/8 in (137 x 87 x 68 mm)
WEIGHT	21 oz (595 g)
IN PRODUCTION	April 1970
DATE OF REVIEW	May 30, 1970
RECOMMENDED RETAIL PRICE	£32 15s 8d inc PT Carrying case extra at £3 9s 3d

The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.

The Trustees will consider sympathetically any applications for assistance, beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD
The Triangle Trust 1949 Fund
Clarges House, 6-12, Clarges Street
London W1Y 8DH



Young Mothers are reading the very good informative Advertisements now appearing in such magazines as Mother, Mother and Baby and Baby Pictorial for Thovaline the healing cream of quality.

Mothers who care for their babies know that baby need no longer suffer the discomfort of Nappy Rash.

They're talking about Thovaline and they'll want to try it.

Have you a display box handy on your counter.

Thovaline

a healing cream of quality

Ilon Laboratories (Hamilton) Ltd., Lorne Street, Hamilton, Scotland.

Why you can't compare Sister Lauras with any 'other' baby food

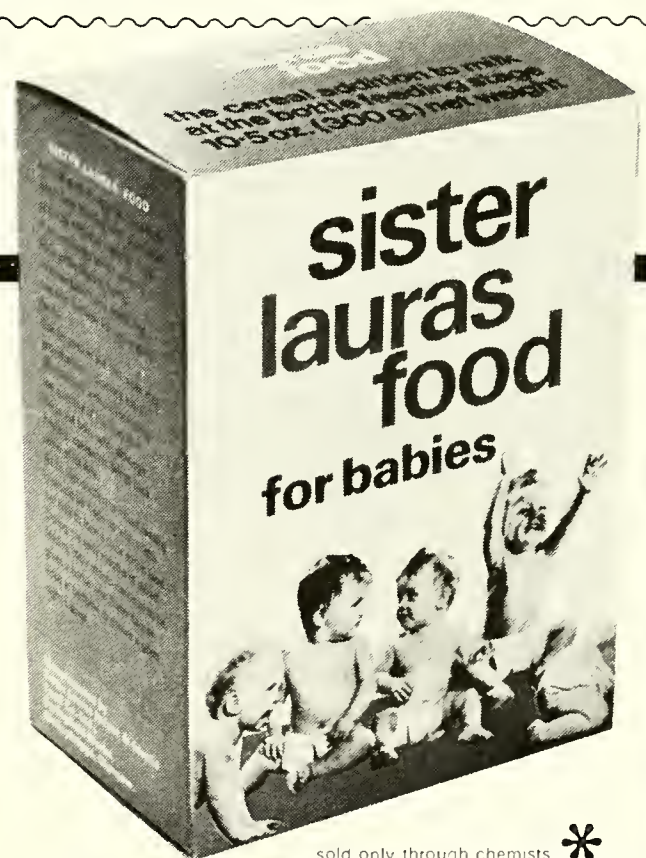
Firstly because it's extra generous with its profit margin

Secondly because it's an 'additive' food which supplements the proprietary foods (you already sell) or dried/fresh milk baby already receives

Thirdly it was created to satisfy the needs of 'difficult' babies—meaning the restless, fretful babies who are obviously not being satisfied with their normal diet and are consistently letting their mothers know about it!

When Mothers of 'difficult' babies seek your advice

suggest Sister Lauras—the simple cereal content is purposely NOT fortified with added minerals or vitamins therefore it can be given with 'other' foods. (this could give you even more profit!) A simple, honest food that encourages healthy babies, quiet nights, happy days. From all wholesale chemists



sold only through chemists *

Sister Lauras food for babies

Manufactured since 1920 by Sister Lauras Infant & Invalid Food Co. Ltd
Bishopbriggs, Glasgow
Distributing agents for the Republic of Ireland May Roberts (Ireland) Ltd



Beauty Clinic+

MEDICATED SHAMPOO

Healthy hair is beautiful.

We've added a little beauty to Clinic Shampoo.

Gibbs introduce a new Beauty Clinic medicated shampoo for the seventies. A bright new pack. A beautiful new bottle. And most important of all an improved shampoo that gives customers the extra lather they want to get their hair really clean, healthy and beautiful. (Because healthy hair is beautiful.)

And we're making sure new Beauty Clinic brings beautiful results for you.

- * Beautiful launch prices on all packs.
- * Plus the beautiful big 1/- off trial offer.
- * And the Beauty Clinic sachet still only 6d.

All this adds up to greater stock turn, bigger sales, and increased profits for you!

Our representative will supply you with full details of packs and prices when he calls, and details are also available from your wholesaler.



The British Dyewood Co Ltd

Tannic Acid

in all qualities

Fine Chemicals for Industry

The British Dyewood Company Ltd
Head Office, 19 St. Vincent Place, Glasgow C1.
Tel: CENTral 4425
10 Victoria Street, Liverpool 2.
Tel: CENTral 5272

TEEDA HAIR STRAIGHTENER



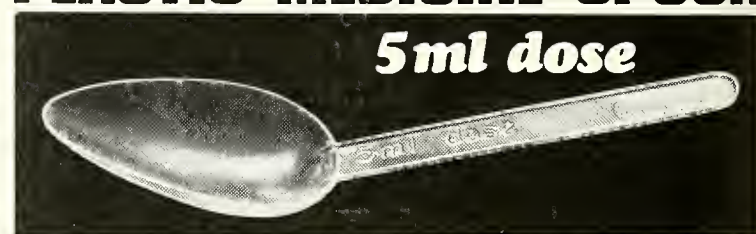
from this..to this

in **30** minutes



ORDER FROM
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OR DIRECT FROM
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63 St. Molton St.
London, W1Y 1HH
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PLASTIC MEDICINE SPOON



5ml dose

Immediate Delivery; Low Prices; High Quality.
Heavy investment in high volume capacity equipment enables us to sell at low prices and offer off-the-shelf delivery. Spoons are made to official B.S.S. No. 3221/4.
ASHWOOD TIMBER & PLASTICS LIMITED.
Plyfa House, Leven Road, London E.14. Tel: 01-987 6461/6343

THESE ADVERTISEMENTS WILL HELP YOU SELL

JOCHEM'S
HORMONE HAIR PREPARATION
FIGHTS THINNING HAIR
AND
PREMATURE BALDNESS

FOR MEN and Women



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CHEMISTS and
HAIRDRESSERS

FREE Valuable informative
booklet "Your hair and its care"
sent on request all post card to
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35 Old Bond Street, London W1X 4JH
Telephone 01-493 2565-6

24/3
PER
BOTTLE

Jochem's HAIR PREPARATION FOR FALLING HAIR and PREMATURE BALDNESS IN BOTH MEN and WOMEN

Prices: Single bottle 12/1 (plus P.T.). Twelve
bottles £6.19.0. (plus P.T.). To retail at 24/3
per bottle (inc. P.T.).

Gill's DANDRUFF REMOVER Medicated SHAMPOO

The perfect shampoo for troublesome scurf and dandruff
leaving the hair soft and silky.

Prices: Bottles 3/6 (Inc. P.T.). Trade 22/- per doz.
Family size 7/11 (Inc. P.T.). Trade 51/- per doz. All
trade prices plus P.Tax.

**KEEP A
HEAD OF
HEALTHY
HAIR**



with **Gill's**
DANDRUFF REMOVER
Medicated **SHAMPOO**

Ask your Chemist
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PROFESSIONAL NEWS

Green Paper: Society wants pharmacists' role defined

Adequate representation of the pharmaceutical profession at all levels of organisation is demanded by the Pharmaceutical Society in its submission on the Government's second Green Paper on Health Service administrative structure.

General approval is given to the proposals, but the Society's comments on 'points of detail' run to 11 pages. In particular, the Society wants the White Paper, expected later this year, to include details of organisation as it affects all health professions, not just the medical profession as in the present document. This, it says, would "re-assure" the other professions.

For example, the professions to be represented in area health authorities should be specified — and must include pharmacy. For this to be possible, it is proposed that the authorities should have 10 members instead of 20-25 as in the Green Paper, and that the professions should have 50 per cent representation, instead of one-third. Such an increase would allow those professions with more than one section to have proper representation — pharmacy would have both general practice and hospital representatives on the authority. The increase in numbers would also reduce the work load on members with a full-time occupation. The Society proposes that the remaining members of the authorities should be drawn equally from local authority representatives and representatives of the Secretary of State — who might include a person from a consumer organisation, for example. This reduction in "non-professional" members would not affect the ability to represent the public, it is claimed. "It should be borne in mind that the representatives of the professions are also members of the public and to look upon them as 'one block' on an area health authority is quite misleading."

Area authorities would administer health centres, and the Society believes that may help to improve inter-professional liaison in their planning where there has been undue emphasis on medical aspects in the past.

A similar tripartite structure is proposed for district health committees, and again pharmacy would be represented by both general and hospital practice. These members would be nominated by district pharmaceutical committees of about six or eight, the elected representatives of local contractors, pharmacist employees and hospital pharmacists. Each district pharmaceutical committee would be located places on the area pharmaceutical committee so that, for example, a rural area in a predominantly urban district would have a guaranteed voice at

area level. Among the functions of district committees would be organisation of hours of service.

The proposal to establish statutory committees to take the place of Executive Councils is welcomed — and is said to provide an opportunity for pharmacy to be given parity with the dental profession in representation.

It is agreed that chemist contractors should stand in the same relationship with these committees as they do now with Executive Councils. However, it is argued that professional committees should not be linked with them, but rather directly with the area authorities. If that were so, the committees could be properly representative of all health service pharmaceutical practice and a link forged between hospital and general practice. Co-ordinated advice could then be given to the area authority. This arrangement would be in line with the organisational principle of the Green Paper — the breakdown of the present tripartite division.

The Society's submission concludes with the hope that once the White Paper is published — including the detailed provisions asked for — at least six months will be allowed for consideration and comment.

Statement on conduct gets approval

With relatively little comment or criticism from members, the final revised Statement upon Matters of Professional Conduct was approved at the annual meeting of the Pharmaceutical Society of Great Britain on May 20.

The President, Mr H. Howells, pointed out that the work of revising the Statement had involved a great deal of work by the Council and its committee and branches.

The final revision not only incorporated comments made by the branches, but also the results of discussions with all other interested and affected bodies in pharmacy.

While he had no wish to stifle discussion in any way he asked members to think carefully before proposing any amendment. The casual alteration of a phrase, or even a word could have a significant effect on the meaning of an entire clause and even on other clauses.

The president then put the statement before the meeting, clause by clause.

MR J. K. B. CALLOW, Bournemouth, suggested that clause four — "A pharmacist should at all times be ready to help other

pharmacists in providing an efficient pharmaceutical service"—would help the "rota breaker." He did not receive any support for that argument and the clause was agreed.

Clause 14: "A pharmacist should not recommend a medical practitioner or a medical practice unless so requested by a member of the public . . ." caused MR F. J. REYNOLDS, Birmingham, to point out that there were other practitioners, whereupon the President and the Registrar said that aspect had not been considered "but would be."

Conservatives promise better co-ordination

Health Service administration was mentioned in the first of the political party manifestos to be issued this week. The Conservative document, "A Better Tomorrow," had this to say:

"We will improve the administration of the health service so that its three main branches—hospitals, general practitioners, and local health services—are better co-ordinated. This will mean better value for money and better care for the patient. We will also improve the ways of dealing with suggestions and complaints from both patients and staff.

"In forward planning for health, we will put more emphasis on community services. This will enable more people to be looked after at home where they are happier, rather than in hospitals and residential institutions. We will increase the number of health centres and encourage more group practice to improve the working conditions for doctors.

"Labour see 'danger' in the growth of private provision in health and welfare. We believe it right and proper that people should be free to provide for themselves and their families if they wish."

On taxation, the Conservatives say: "We will abolish the Selective Employment Tax, as part of a wider reform of indirect taxation" possibly involving a value-added tax.

New officers

Pharmaceutical Society

Plymouth. Chairman, W. F. E. Eustace-Pedlar; Vice-chairman, D. G. Hawkins; Treasurer, J. J. Trice; Social Secretary, J. Bowden; Careers Officer, L. W. J. Simpson; Secretary, A. G. M. Madge, 1 Saltburn Road, St Budeaux, Plymouth, Devon (telephone 0752 31832).

Liverpool. Chairman, W. J. Tristram; Vice-chairman, J. C. Leigh; Treasurer, O. C. Roberts, Assistant Secretary, Mrs P. E. Jones; Secretary, W. G. Fowler, 62 Sugar Lane, Knowsley, Prescot, Lanes (telephone: 051 546 4093). (The foregoing are also officers of Liverpool Chemists' Association).

Manchester. Chairman, T. D. Clarke; Vice-chairman, Miss I. F. A. Lewis; Treasurer, H. Burlinson; Assistant Secretary, K. Swann; Secretary, Mrs K. M. Bateman, 8 Marsland Road, Marple, Ches.

Pharmaceutical Associations

Manchester. President, W. Watkinson; Vice-presidents, J. A. Hamilton and Dr G. G. Benson. Other officers as for Manchester Branch, Pharmaceutical Society.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Branches approve 'spirit' of the NE London contract proposals

Northeast London Pharmaceutical Committee's proposals for a new NHS contract won the support of the Pharmaceutical Society's Branch Representatives on May 21—in spirit if not in detail.

The original motion, standing in the name of the East Metropolitan Branch, referred specifically to a contract "broadly on the tripartite lines" of the NEL proposals. But the resolution carried called for the opening of immediate negotiations with the National Pharmaceutical Union and the Chemist Contractors Committee "to set up a working party to take evidence of what changes are necessary and desirable in a new NHS contract."

In putting the motion, Mr R. G. WORBY had defended the reasons for bringing the Society into the negotiations. The contract affected the image and pattern of the whole profession which, in a spirit of unity, must set its own house in order to ensure a proper pharmaceutical service before the Government stepped in — perhaps to provide a service based on health centres and employee status for pharmacists.

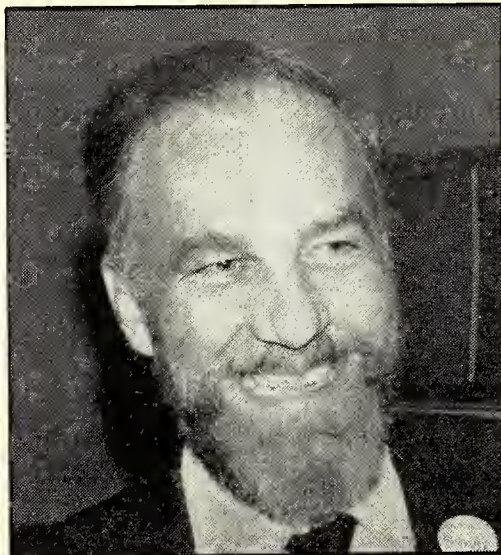
Representatives of Plymouth and Southend branches gave their official support to the motion, and Mr DENGAR EVANS, Cardiff, said that Council and the Contractors Committee must indicate to the Department of Health their common determination to bring status and dignity to the profession. However Mr G. J. HENDRA, Cornish, maintained unity was wishful thinking. Had NE London got the support of the Company Chemists' Association?

The amendment was put by Mr J. P. KERR, Northumbrian, who said that transfer of the contract to a new body, as proposed by the Green Paper, would give an opportunity to renegotiate. It would be a pity to lose the chance to involve Council in those negotiations as might happen if the motion were rejected because of its specific proposals. "This opportunity may not recur for another 30 years."

Mr E. C. EVENS, an architect of the proposals, accepted the amendment with the reservation that the distinction between professional fee and other costs should be incorporated. But Mr Worby gave his full support, saying that it covered the "spirit and approach" intended. The amended motion was carried unanimously with acclamation.

The meeting also approved two motions dealing with a planned pharmaceutical service. The first, from Bristol and Norwich, called for action to prevent the opening of new pharmacies in areas already adequately served.

Miss B. J. YOUNG, Bristol, stated that



Mr R. G. Worby

if a system of permits were introduced to control openings in areas with an adequate service a better distribution of the service would result.

THE PRESIDENT replied that while the motion was in line with Council's aim he must object to it as it only mentioned new pharmacies. One could not plan a service merely by preventing new pharmacies opening.

A proposal from Leeds Branch that the Society should send the various reports produced by the Committee on a planned pharmaceutical service to appropriate authorities was carried without dissent after the president had said it was fully in line with Council policy.

Metric system dispensing

Dissatisfaction with current rules for dealing with dispensing in the metric system provided the subject of three motions from Hounslow Branch. The first sought a review of the instructions for conversion to allow simple weight and volume transpositions in dispensing prescriptions for oral liquid medicines.

Mr F. CHANNING believed that conversions in the present system are cumbersome, time-consuming and cause as many anomalies as they are designed to eliminate.

Mr J. C. BLOOMFIELD, chairman, Practice Committee said that Council would be unable to accept the resolution if it were passed. Preparations had been refor-

mulated to metric doses making a direct conversion impossible. There would be many complications in a direct conversion, such as the issue of partly-filled bottles; and how would the public be told to measure the metric equivalents of 1 and 2 teaspoonful and tablespoonful doses—3.5 ml, 7 ml and 14 ml?

Mr I. M. W. CALDWELL, Glasgow, proposed an amendment asking Council to review the situation and to make representations to Government and other official bodies with a view to securing the complete abandonment of the imperial and apothecaries system in prescribing.

The motion was carried as amended.

The second Houslow motion called for pressure to be brought on the Department of Health to introduce a multi-dose measure for issue to patients taking oral liquid medicines.

Mr CHANNING spoke of difficulties encountered by patients in measuring large doses using a 5 ml spoon and expressed doubts whether the inaccuracies due to spillage etc did not offset those introduced by a multi-dose measure.

The motion was carried.

For its third motion Hounslow was joined by the Sheffield Branch and the adoption of a 2.5 ml dose for infants was urged by Mr S. DURHAM, Sheffield.

If an ill child refused to take medicine because the dose quantity was too large the pharmacist's labour was wasted.

Mr CHANNING, seconding, claimed that some doctors would tell a mother to give a half spoonful dose causing difficulties for the chemist who had to explain why it should not be done.

Explaining that the Council could not support the motion, Mr BLOOMFIELD said that experience had shown that not a great deal of difficulty had been encountered. The motion was lost.

If a prescription is refused

Pharmacists who receive prescriptions from a doctor whom they believe to be over-prescribing should be ready to make a professional decision on whether or not to dispense it and to bear the consequences of that decision.

So said Mr W. A. Beanland, chairman, Ethical Committee, when giving Council's view on a motion from Northumbrian Branch seeking guidance on how to endorse prescriptions which they judged it ill-advised to dispense. Representatives rejected his plea for no decision to be taken on the motion and carried it by 117 votes to 80.

Mr J. P. KERR proposing the motion agreed with a comment by Dr J. Fairbairn, School of Pharmacy, University of London that pharmacists bore some responsibility for the damage caused by the over-prescribing of Doctors Petro and Swann.

Pharmacists in Newcastle, presented with



Mr W. A. Beanland

prescriptions for amphetamine sulphate powder had dealt with them in several ways. Some refused to dispense, some, "rather cowardly," on the advice of Bloomsbury Square had said they were out of stock. Others had endorsed the prescription as a warning to other pharmacists.

MR BEANLAND told the meeting that in the case of amphetamine powder Council had felt able to issue a specific warning. It would, however, be less easy to make a general pronouncement, as the line between proper and irresponsible prescribing was difficult to draw. Every pharmacist had the right to refuse to dispense a prescription and each must make up his own mind.

Anything written on the prescription must be in the nature of a warning but would be better for the warning to be given by word of mouth.

Mr Beanland emphasised that this was a majority decision of the Council. The matter would be taken up with the British Medical Association but Council would prefer that no decision were taken that day.

MR G. J. HENDRA, Cornish, thought that rather than endorse the prescription it would be better to tear it up. That would prevent it "going the rounds" until some pharmacist was prepared to dispense it.

4b and oral contraceptives

Difficulty in applying the requirements of the Poisons Rules on Schedule 4B to prescriptions for oral contraceptives had been experienced by pharmacists in Cambridge and Huntingdon Branch. They sought a modification of the rules in relation to these preparations.

MR H. B. COULSON argued that as oral contraceptives were used for a social purpose "repeat as required" should mean that it said and customers should be allowed to have their prescription back. DR J. M. PICKETT, Brighton and Hove, proposed the motion.

If, after receiving three months supply of a prescription issued for 12 months' supply, the customer moved from the area

she was presumably no longer under the supervision of the same doctor. It was undesirable that the patient should not be under medical supervision, he argued.

MR BANNERMAN said that the facts as put forward by Mr Coulson constituted an irrefutable case for putting oral contraceptives in a class by themselves. Council agreed with the motion and was considering ways of dealing with the problem under present rules. It was necessary to be cautious, however, and when regulations were made under the Medicines Act oral contraceptives must not be allowed to become items for general sale.

The motion was lost.

The meeting carried a motion from Sheffield calling for more control on amphetamines.

MR BANNERMAN said that the Council could support the motion provided the extra controls proposed were justified and did not circumscribe the freedom of action of the practising pharmacist.

The Misuse of Drugs Bill would fall with the declaration of a general election and there was no guarantee that it would reappear in the same form.

MR M. L. EVELYN, Ipswich, referred to the success of the scheme organised in the town to restrict the use of amphetamines (C&D, May 9, p 674). No stocks of amphetamines were now held in the town.

Disquiet about the way prescriptions are written, particularly where there are two or three types of handwriting on one form led Burnley to propose that the BMA be asked to recommend that nothing but the patient's name and address should be written on a prescription form by anyone but the prescriber. MRS C. E. HARRISON said that time was wasted checking whether such prescriptions were genuine.

MR T. D. CLARKE, Manchester and Salford proposed an amendment deleting the reference to a recommendation by the BMA to members and stating that where the body of a prescription is written by someone other than the prescriber the prescriber should indicate that he has fully checked all items and quantities before signing and dating the form.

MR K. HOLLAND, Romford, thought that the original motion should stand. Any temporisation would nullify its object.

Put to the vote, the amendment was lost.

For the Council, MR J. C. BLOOMFIELD explained that anyone could legally write a prescription so long as it was signed by the prescriber. The motion as it stood would leave pharmacy in the wrong, but Council were prepared to talk over the problem with the doctors. The motion was lost by 87 votes to 93.

Pharmacists need to give greater attention to detail both in dispensing and over the counter sales than they do at present said DR J. M. PICKETT introducing a motion from Brighton and Hove.

He was making the point that pharmacists must apply their knowledge of drugs in the public interest and involve themselves in all aspects of the supply of medicines and information about them. The public should be told that in return for a proper pharmaceutical service the pharmacist was entitled to ask for a proper reward.

The motion, which was carried, called on the Council to press by every means to make the provision of a comprehensive service financially rewarding.

A motion was adopted from Mid-Glamorgan which affirmed the desirability of a registered pharmacist being responsible for controlling the storage and distribution of drugs in every hospital.

Council election change?

Pharmacists may in future have longer to consider their choice of candidates in the election for the Society's Council as the result of a motion from West Metropolitan. MR R. JACKSON, proposer, asked for the by-laws to be amended to allow more time between the close of nominations for the Council elections and the issue of voting papers.

Candidates should not be selected solely on the basis of a study of their biographical details and policy statements but on wider knowledge.

MR A. ALDINGTON, chairman, organisation committee, said that a greater interval was entirely possible if the names of candidates were known earlier.

The establishment of a membership group of the Society for pharmacists employed in the pharmaceutical industry was called for by Finchley Branch was approved after the president had said that Council was willing to investigate ways for implementing the motion.

A motion from Hastings Branch calling for the elimination of advertisements from the front cover of the Society's journal attracted support.

MR A. J. C. BULL, Portsmouth, proposed an amendment that would allow the acceptance of "ethical advertisements." The motion was carried as amended.

The representatives rejected a proposal by Leeds that after every special general meeting, a postal vote of members should be taken. It was suggested that a voting paper should be printed in the issue of the Society's journal that reported the meeting. THE PRESIDENT asked that the decision whether to take a postal vote should be left to Council—they obtained the feeling of the membership as they moved about the country, anyway.

Also negatived was a Romford motion asking that details of Council members' attendances at Council meetings should be published. MISS B. J. YOUNG, Bristol, said "Some people come to every meeting and say nothing—or hold the floor and say nothing!"

Left on the order paper so that the wishes of the profession could be "forcibly expressed," a joint Folkestone, Leeds and North Staffordshire motion said that pharmacists should be a class of person for whom the Secretary of State is empowered to provide financial assistance in the provision of postgraduate courses.

The point has already been conceded, and MR BLOOMFIELD reported that detailed proposals were now being considered. Approval of the Treasury had to be obtained before the Regulations were laid before Parliament, however.

TRADE MARKS

Applications advertised before registration
'Trade Marks Journal' April 29
No 4783

Lady Manhattan, B919,330, by J. C. & J. Field Ltd, London W 1. For perfumes, Colognes, toilet soaps, talcum powders, non-medicated bath cubes and toilet preparations for the hair (3)

Romney Block, B934,331, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne; perfumed and toilet articles; soaps; non-medicated toilet preparations, cosmetic preparations, dentifrices, preparations for cleaning the teeth, preparations for the hair, depilatory preparations; and non-medicated preparations for application to the skin when exposed to the sun; all in block form (3)

Romney Beauty Gleam, B934,333, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne, toilet waters; perfumed and toilet articles; soaps; non-medicated toilet preparations, essential oils, cosmetic preparations, dentifrices, preparations for cleaning the teeth, preparations for the hair, depilatory preparations; and non-medicated preparations for application to the skin when exposed to the sun (3)

Six Star, 937,024, by E. R. Holloway Ltd, Hatfield, Herts. For perfumes, cosmetic preparations, non-medicated toilet preparations, preparations for the hair, shampoos, artificial eyelashes and artificial nails, all being toilet articles (3)

King's Pleasure, B939,276, by Studio Cosmetics Ltd, Havant, Hants. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

L'Oreal Gentle Care, 939,517, by L'Oreal, Paris, France. For perfumes, non-medicated toilet preparations, cosmetics, dentifrices, depilatory preparations, toilet articles, preparations for the hair, and soaps (3)

Corduroy, Crevasse, Doll House, 939,705-07, **Gloaming, Kahralla, Night Sounds**, 939,829-31, **Tam O'Shanter, Temple Bells, Valhalla**, 939,833-35, **Eloquence**, 940,670, **Yearning**, 940,801, by Avon Cosmetics Ltd, Northampton. For non-medicated toilet preparations; cosmetic preparations; soaps; non-medicated preparations for use before and after shaving; preparations for the hair; preparations for cleaning the teeth; and essential oils (3)

L'Oursin, 944,347, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne, cosmetic preparations, dentifrices, non-medicated toilet preparations, toilet articles, soaps and essential oils (3)

Olimex, 947,826, by John Edward Bruce Allen, London SW 1. For toilet articles (3)

Sando-K, 929,924, by Sandoz Products Ltd, Horsforth, Leeds. For pharmaceutical products containing potassium (5)

Keforal, B934,325, by Eli Lilly & Co, Indianapolis, Indiana, USA. For pharmaceutical preparations for oral administration (5)

Altair, 939,989, by Pfizer Ltd, Sandwich, Kent. For pharmaceutical, veterinary and sanitary preparations and substances; disinfectants, air fresheners, deodorants and anti-perspirants; and preparations for killing weeds and destroying vermin (5)

Tetrarco, 941,780, by Arco Ltd, Lugano, Switzerland. **Kirby's** (device), B944,656, by H. & T. Kirby & Co Ltd, Mildenhall, Bury St. Edmunds, Suffolk. For pharmaceutical preparations and substances (5)

Tasvax, 942,666, by Tasman Vaccine Laboratory Ltd, Upper Hutt, New Zealand. For pharmaceutical and veterinary vaccines (5)

Antafume, B943,643, by Gedeon Richter (Great Britain) Ltd, London NW 5. For pharmaceutical preparations and substances for use in discouraging or stopping the habit of smoking (5)

Infrocin, 944,664, by Charles E. Frosst & Co, Kirkland, Quebec, Canada. For medicinal and pharmaceutical preparations and substances for human and veterinary use; and sanitary substances (5)

Nethaciclina, 946,013, by Richardson-Merrell Ltd, London W 1. For pharmaceutical preparations, none containing or consisting of hormones (5)

Paedron, 946,649, by A. Wander Ltd, London W 1. For pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods (5)

Orstanorm, 946,901, by Sandoz Products Ltd, Horsforth, Leeds. For pharmaceutical preparations for the prophylaxis and treatment of vascular headaches, for the treatment of hypotension and orthostatic circulatory disorders (5)

Seonase, 947,488, by Finandol S.A. Paris, France. For pharmaceutical preparations and substances; deodorants; anti-perspirants; disinfectants; infants' foods, invalids' foods and dietetic foods (5)

Phelual, Pliafax, 949,107-08, by Reckitt & Sons Ltd, Hull, Yorks. For pharmaceutical and veterinary preparations, all for sale in the United Kingdom, otherwise than for export, but not excluding goods for export to the Irish Republic (5)

'Trade Marks Journal' May 6
No 4784

Bliv, 928,676, by Mölnlycke AB, Göteborg, Sweden. For cleaning preparations, perfumes, perfumed non-medicated toilet preparations, and cosmetics (3)

Commend, B931,701, **Ineral**, 933,471, by L'Oreal, Paris, France. For perfumes, non-medicated toilet preparations, cosmetics, dentifrices, depilatory preparations, toilet articles, preparations for the hair, and soaps (3)

Celaton, 933,816, by Biocosmetics (London) Ltd, Edgware, Middlesex. For cosmetic preparations and non-medicated toilet preparations (3)

Fast Tan Lotion (device), 937,260, by Studio Cosmetics Ltd, Havant, Hants. For sun tan lotions (non-medicated toilet preparations) (3)

Sapophene, 938,587, by Peter Lunt & Co Ltd, Bootle, Lancs. For soaps (3)

Aquasol, 941,006, by J. R. Geigy AG, Basle, Switzerland. For perfumes, eau de Cologne, toilet waters; perfumed articles and toilet articles; soaps, non-medicated toilet preparations, essential oils, cosmetic preparations, dentifrices, preparations for cleaning the teeth, preparations for the hair, and depilatory preparations (3)

Madame Rochas, B942,820, by Parfums Marcel Rochas, Paris, France. For perfumes (3)

Padishah, 948,621, by Yardley & Co Ltd, London W 1. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

Teen Tan, B922,545-46, by Richardson-Merrell Inc, New York, USA. For cosmetic preparations for the skin to promote or modify the tanning effects of exposure (3) and for pharmaceutical preparations for the alleviation and mitigation of sunburn and of the tanning effects of exposure of the skin (5)

Frou Frou, 939,671-72, by British-American Tobacco Co Ltd, London SW 1. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3) and for deodorants, medicated creams and medicated lotions (5)

Vapogel, B922,547, by Richardson-Merrell Inc, New York, USA. For pharmaceutical preparations in gel form, for the treatment of coughs, colds and respiratory affections (5)

Ito-Matic, 930,403, by J. R. Geigy AG, Basle, Switzerland. For insecticides, fungicides, larvicides and pesticides (5)

Mintolon, 930,405, by J. R. Geigy AG, Basle, Switzerland. For preparations for killing weeds and destroying vermin, insecticides, larvicides and pesticides (5)

Robax, 935,236, by A. H. Robins Co Inc, Richmond, Virginia, USA. For anti-tussive syrups (5)

Trancetts, 936,393, by J. R. Geigy AG, Basle, Switzerland. For pharmaceutical preparations and substances for human use (5)

Superselx, 938,826, by Fisons Ltd, Felixstowe, Suffolk. For disinfectants; preparations for killing weeds and destroying vermin; pesticides, herbicides, fungicides, insecticides (5)

Apolar, 942,124, by A/S Apothekernes Laboratorium for Specialpreparater, Skoyen/Oslo, Norway. For pharmaceutical, veterinary and sanitary substances (5)

Germindol, 942,985, by Cederroth International SA, Geneva, Switzerland. For pharmaceutical antiseptic preparations, pharmaceutical anti-bacterial preparations; disinfectants, germicides, bactericides, microbicides and antiseptics (5)

Timostenil, 943,331, by Societa Farmaceutici Italia, Milan, Italy. For chemical products for use in

hygiene; pharmaceutical and veterinary preparations (5)

Ces-Tre-Nem, 945,236, by J. R. Geigy AG, Basle, Switzerland. For medicinal, chemical and medicated herbal preparations for use as nutritional additives to foodstuffs; preparations for killing weeds and destroying vermin; insecticides, larvicides, fungicides and pesticides (5)

Inhiberan, 948,496, by Wellcome Foundation Ltd, London NW 1. For pharmaceutical and medical preparations and substances (5)

'Trade Marks Journal' May 13
No. 4785

LH-Nosticon, 938,972-73, by Organon Laboratories Ltd, Morden, Surrey. For chemical products containing luteinising hormone for making diagnostic tests for determining gonadotrophins in urine (1) and for biological and serological pharmaceutical products; and pharmaceutical products for use in diagnosis; all containing luteinising hormone for determining gonadotrophins in urine (5)

Wright's Touch and Go, B927,386, by Wright Layman & Umney Ltd, London SW 9. For non-medicated lotions for colouring grey hair (3)

Motan, 948,831, by Esmor Laboratories Ltd, Llandudno, North Wales.

Beautywise, B939,900, by Co-operative Wholesale Society Ltd, Manchester, **Shubui**, 946,773, by Studio Cosmetics Ltd, Havant, Hants. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

Through the Looking Glass, 940,171, **Changing Times**, B941,303, by Avon Cosmetics Ltd, Northampton. For non-medicated toilet preparations; cosmetic preparations; soaps; non-medicated preparations for use before and after shaving; preparations for the hair; preparations for cleaning the teeth; and essential oils (3)

Baby Steps, 942,615, by E. R. Holloway Ltd, Hatfield, Herts. For non-medicated toilet preparations and soaps, all for use on babies (3)

Herbilan, 943,098, by Macdonald Waving Ltd, Falkirk, Stirlingshire. For hair lotions containing herbs (3)

Sea Nymph, 944,350, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne, cosmetic preparations, dentifrices, non-medicated toilet preparations, toilet articles, soaps and essential oils (3)

QT (device), 949,906, by Plough Inc, Memphis, Tennessee, USA. For sun tanning preparations (being cosmetic or non-medicated toilet preparations), all in the form of lotions, oils and creams (3)

Zorro, 946,932-33, by United Africa Chemists Ltd, London SE 1. For balms being non-medicated preparations for cosmetic or toilet purposes (3) and for mentholated balms being pharmaceutical preparations (5)

COMING EVENTS

Monday June 1

Doncaster Branch, Pharmaceutical Society, Postgraduate Teaching Centre, Doncaster Royal Infirmary, at 8 pm. Annual meeting.

Tuesday June 2

Joint Pharmaceutical Analysis Group, British Medical Association House, Tavistock Square, London, WC 1, at 2.30 pm. Discussion meeting on "Good manufacturing practice."

Wednesday June 3

Bournemouth Branch, Pharmaceutical Society, Medical Centre, Boscombe, at 1.15 pm. Dr J. G. Meadows on "Whither the local authority?"

Retail Alliance, Rougemont Hotel, Queen Street, Exeter, at 7.30 pm. Decimalisation meeting.

South London and Surrey Pharmacists Golfing Society, Langley Park Golf Club, at 1.15 pm. Stableford competition for the Calcutta Cup. **Worthing and West Sussex Branch, Pharmaceutical Society**, Cricketers Inn, Broadwater, Worthing, at 7 pm. Car treasure hunt.

MARKET NEWS

First of new buchur crop arrives

London, May 27: With the arrival of the first supplies of the new crop of buchur the price eased by 3s per lb to 34s. Offers from origin are now also slightly easier at 3s per lb.

Other crude drugs also eased in price including quillaia down by 5s per cwt in both positions and podophyllum for shipment, down 10s per cwt. Podophyllum continues unavailable on the spot. Shipment price of cardamoms continued to fall with Alleppy greens down to 35s and prime seed down to 48s 6d per lb cif. No Tanzanian seed was on offer.

Among seeds star anise was higher by 10s per cwt, Chinese and Iranian cumin each rose by 10s per cwt and the price range for English mustard increased by 5s at each end to 50s-90s per cwt.

Sulphadiazine prices have been increased to 73s per kg for 50 kg lots. Micromilled material is 4s 3d a kilo extra.

Pharmaceutical chemicals

Aluminium chloride: Pure 6s 5d per kg in 50-kg bags.
Ammonium acetate: Kegs (50 kg) BPC 1949 7s 3d; solution (200 kg drums) strong, 2s 3½d kg.
Ammonium bicarbonate: (per lb in 1-ton lots) 9d. **Carbonate lump** 1s 3d; powder 1s.
Ammonium chloride: 50-kg pure 2s 5½d kg.
Barium sulphate: BP. 250-kg 3s 3½d, kg.
Bismuth salts: per kg.

Quantity (kg)	under 50	50	250
	s d	s d	s d
Carbonate	164 3	161 0	160 0
Salicylate	127 7	124 0	—
Bicarbonate	127 7	124 0	—
Nitrate	147 7	144 0	143 0

Box: BP grades, 1,000-kg in paper bags delivered; granular £65, crystals £71; powder £70; extra fine powder £72; anhydrous £75; pentahydrate £65.

Chloric acid: BP grade per 1,000-kg; granular £89; crystals £106; powder £97; extra-fine powder £99 in paper bags, carriage paid. Technical is £12 per 100 kg less than BP grades.

Calcium chloride: Fused £21 17s 8d per 100-kg in ½-kg tins.

Calcium gluconate: 150-kg 9s 5d per kg.

Calcium lactate: 250-kg £412 per 1,000 kg.

Calcium pantothenate: 100s kg; 25-kg: 94s kg.

Strates: (Per kg for 250-kg lots) Potassium 5d; Sodium: 6s. Iron and ammonium, BP granular 11s 5d; scales 14s £d.

Colin: Light, 500-kg 1s 3d kg; 1,000-kg 1s 2d kg

Lithium salts: (1-cwt lots) carbonate 5s 9d lb; chloride granular 10s 1d; powder 10s 3d; hydroxide 6s 4d.

Magnesium hydroxide: BPC, £446 13s. ton.

Magnesium oxide: BP (per ton): light £513 7s.; heavy £793 6s 8d.

Magnesium peroxide: (15 per cent) 438s 8d cwt.

Magnesium phosphate: 50-kg lots; Tribasic, BPC 1949 10s 4d kg in sacks; dihydrogen 9s kg.

Magnesium sulphate: BP crystals from £26 10s to £30 per 1000 kg; exsiccated £50 ton, ex works.

Magnesium trisilicate: 1-ton £448.

Mercury salts: Per kg in 50-kg lots and over: ammoniated powder 154s; perchloride 132s; subchloride 158s; oxides, yellow 164s; and red 170s; iodide (5-kg lots), 126s.

Mersalyl: Acid 275s per kg; sodium 335s.

Sodium 37s 7d (50-kg) (powder 27s 9d); sodium (25 kg) 37s 3d.

Sodium carbonate BP £22 8s per metric ton for 8-ton lots in 1-cwt bags.

Sodium chloride: Vacuum dried 183s 6d per metric ton in paper sacks for 6-ton lots, delivered London.

Sodium fluoride: 50-kg kegs 10s 4d kg.

Sodium formate: BPC 1934 6s 8d in 50 kg lots

Sodium gluconate: Pyrogen-free 500-g 240s per kg; refined £442 per metric ton.

Sodium metabisulphite: Powder 1s 11d kg in 50-kg sack.

Sodium nitrate: BPC, 50-kg. Kegs 6s 2d. per kg.

Sodium pantothenate: 125s kg; 5-kg 122s kg.

Sodium perborate: (Per ton) tetrahydrate (minimum 10 per cent. available oxygen) £144 8s, in kegs; £136 18s in bags; **perborate monohydrate** (15 per cent. available oxygen) is £313 4s.

Sodium percarbonate: (Per ton). £173 15s in kegs (bags £7 10s per ton lower) for minimum 12 per cent available oxygen.

Sodium phosphate: BP acid, fine crystal 5s 7d kg.

Sodium potassium tartrate: BPC £268 per metric ton.

Sodium salicylate: 9s 1½d kg for 1,000-kg lots.

Sodium sulphate: BP from £30 to £35 per metric ton as to crystal. BP exsiccated £58 10s ton.

Sodium sulphite: 4-ton lots; photo quality, £31 12s 6d per ton in bags.

Sodium thiosulphate: £40 per metric ton ex works.

Sulphadiazine: (per kg), 5-kg 78s 7d; 25-kg 75s 7d;

50-kg 73s. Micromilled material 4s 3d per kilo extra.

Sulphur: (ton) precipitated £130; roll £40; sublimed £85.

Crude drugs*

Buchu: 34s spot, 33s cif.

Cardamoms: Alleppy greens 35s lb, cif; Guatemalan 47s 6d duty paid. Tanzanian no offers. Prime seed 48s 6d, cif.

Cinnamon: Seychelles bark 260s cwt spot; 240s cif Ceylon quills (cif) four O's 7s lb, two O's 6s 6d; seconds 5s 1d, quillings 4s 4d.

Ginger: (cwt) Nigerian peeled 600s spot, cif not quoted; split 375s spot; 350s cif. Jamaican No 3, 1150s, cif. Cochin 680s, cif. Sierra Leone 600s spot, 610s cif.

Nutmegs: (Per lb, cif). Grenada 80's 5s 7d; 110's 5s 4d; assorted 4s 10d; defectives 4s 4d.

Quillaia: Spot 355s cwt; 335s cif.

Seeds: (Per cwt) Anise: Star, 170s, Spanish green 245s both duty paid. Caraway: Dutch 172s 6d spot.

Celery: Indian 1500s spot, new crop July-August 395s, cif. Coriander: Moroccan 90s spot, new crop for June-July shipment 76s cif. Cummin: Chinese 175s; Iranian 175s, both duty paid. Dill: Chinese 125s duty paid. Fennel: Chinese 110s (50-kg)

Fenugreek: 70s duty paid, shipment 56s, cif.

Mustard: English 50s-90s as to quality.

Turmeric: Madras finger 265s-275s cwt; shipment (May-June) 235s, cif.

Essential and expressed oils*

Eucalyptus: Chinese 80-85 per cent 12s kg in bond; 11s, cif.

Palmarosa: 200s kg spot, 187s 6d, cif.

Peppermint: (lb) *Arvensis* Chinese spot 18s 17s 3d, cif. Brazilian spot 17s 3d; shipment 17s, cif.

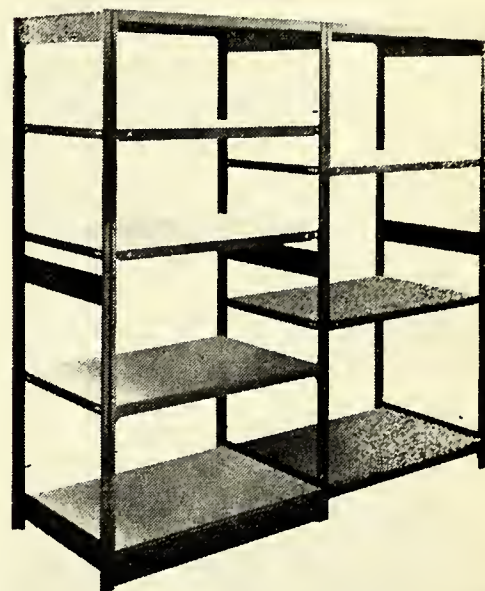
*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

SHOPFITTING

No-bolt shelving

There are no nuts and bolts required for Dexion's Impex shelving.

Side frames are pre-assembled at the factory. The shelves, beams, bracing or back cladding clip into place to ensure rigid units. The system can be easily dismantled and rebuilt. Shelves are positioned with four shelf clips and can be fitted at 1½ in intervals to the full height of the racking. To adjust shelves within a bay the clips are quickly removed and repositioned. All shelves and frames have a snag-free, stove



enamelled finish, and each single bay of racking will carry over 1 ton. Impex is available in stock heights 6 ft 6 in and 7 ft 6 in, although frame lengths of between 3ft and 10ft are available to order. Two shelf strengths are available. (Dexion Ltd, Empire Way, Wembley, Middlesex.)

Streamlined air-curtain

A new, streamlined air-curtain unit has been announced by Aircomfort Products Ltd (formerly Filmax Ltd), 28 Sun Street, Waltham Abbey, Essex. The unit is the Mark II Weathershield W5/8-20, which gives 10 per cent more airflow and heat output than earlier models.

A constant blanket from lintel to floor of either hot or cold air allows any doorway or aperture between areas of differing temperatures to be invisibly screened.

The new unit is available in two lengths.

Recommended retail price is £30 for the small (750mm) unit and £55 for the large (1500mm) unit.

FROMENT

STABILISED PURE WHEAT GERM
 A NOURISHING AND HEALTH-GIVING
 FOOD FOR ALL THE FAMILY

Well advertised. Finest Value.
 Packed in 3 sizes—Don't be without FROMENT
 when your customers ask, for wheat germ

SOLE MANUFACTURERS: JOHN H. HERON LTD., HOOK ROAD MILLS, GOOLE. TEL 2153/4



CLASSIFIED**TEL: 01-240 0855****HOSPITAL APPOINTMENTS****BARNET GENERAL HOSPITAL**

Wellhouse Lane, Barnet, Herts.

Pharmacy Technician I

required for modern Group Pharmacy. Whitley Council salary. Apply to Group Pharmacist.

BROOKWOOD HOSPITAL**KNAPHILL, WOKING, SURREY****Pharmacy Technician I**

(Salary scale £650 - £950 p.a.)

He/she will work under the supervision of the Chief Pharmacist. Residential accommodation (female) available. Excellent Staff Social Club.

Applications giving particulars of age, experience and qualifications, together with the names of two referees to the Group Secretary as soon as possible.

**Barnet General Hospital,
Wellhouse Lane,
Barnet, Herts.**

**POSTGRADUATE PHARMACY
STUDENT**

required for modern and pleasant group pharmacy. Whitley Council salary. Apply to Group Pharmacist.

**HAROLD WOOD HOSPITAL.
HAROLD WOOD,
ESSEX.**

LOCUM PHARMACIST

full-time, required for the period 22nd June to 11th July at the above main general hospital of Brentwood Group. Hospital within easy reach of London.

Further details from, and applications to, Group Pharmacist. Tel.: Ingrebourne 45533.

**ROYAL INFIRMARY
OF EDINBURGH****Senior Pharmacist**

to take charge of Quality Control Laboratory. Main duties relate to Quality Control of tablets, surgical dressings, haemodialysis fluids and sterile solutions. Modern well-equipped laboratory in Category V Teaching Hospital. Excellent opportunity for gaining wide experience in Hospital pharmacy. Commencing salary £1,446 to £1,801 (subject to confirmation). Apply giving full details to Personnel Officer.

**BARNET GENERAL HOSPITAL,
Wellhouse Lane, Barnet, Herts.**

Senior Pharmacist

required in Group Pharmacy of Category V Hospital. Whitley Council salary plus London Weighting. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

**DEPUTY CHIEF
PHARMACIST**

required for the Group Pharmacy at this General Hospital of 542 beds. Wide variety of work, including Specialist Departments in Cardiothoracic and Plastic Surgery, to which is soon to be added a Maternity Department of 104 beds.

The person appointed will be expected to supervise, in conjunction with work study staff, the implementation of a completely new system of drug control at ward and departmental level which incorporates a recording system of their uses and reactions.

The salary scale for this post is £1,646-£2,084 per annum (Category V). Single residential accommodation may be available.

Applications in writing stating age, qualifications and experience, together with names and addresses of 2 referees to be sent as soon as possible to the Hospital Secretary,

**SHOTLEY BRIDGE GENERAL HOSPITAL,
CONSETT CO. DURHAM**

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OPPORTUNITY****REPUBLIC OF IRELAND
MARKETING/SALES**

Senior sales executive currently engaged key distribution centre Dublin interested in commercial arrangement U.K. group operating in medical, surgical and pharmaceutical areas. Opening correspondence invited. Box Number 1646.

Our address for Box No
replies is

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London WC1.
Tel: 01-240 0855**

BUSINESS WANTED**HOME COUNTIES**

Public Company wish to acquire additional pharmacies taking approximately £50,000 p.a. and more or with potential to reach this figure. Ample capital resources available. Apply in first instance marking communication "Private & Confidential" to KCL c/o Box No. 1624.

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Rubber stamps are an invaluable aid to busy people. We are able to make these at extremely competitive prices and simple stamps can be made by return. Please send for our price list and details to the

**Printing Department,
A. BROWN & SONS LTD.,
Perth Street West,
Hull.**

CIGARS AND WHIFFS, up to 30% saving! Top brand discount service. Write for list and free voucher. CIGAR PLAN, CD19, Havana House, Birmingham 20.

PREMISES TO LET**AYLESBURY
BOROUGH COUNCIL
PHARMACY**

The Council invite applications from Chemists for a lease of a small pharmacy proposed to be erected at the same time as an adjoining but separate surgery on a large Council housing estate. Annual rental (exclusive of rates and other charges) will be £330 per annum.

The lease will be for a term of seven years with an option to renew. Fittings and floor covering except landlord's fixtures will be the responsibility of the lessee.

Plans of the premises may be examined at the offices of the Borough Architect at this address and further information together with forms of application may be obtained from the undersigned.

**R.D.W. MAXWELL
Town Clerk**

**Municipal Offices,
Friars Square,
AYLESBURY,
Bucks.**

MISCELLANEOUS**LICENSED
CHEMISTS**

Why not realise an asset which you might not use?

Sell us your JUSTICES LICENCE FOR WINE AND SPIRIT OFF SALES.

We will pay between **£200 and £2,000** for licences in or around London and Home Counties.

Contact Mr. A. Mason,

**Oddbins Ltd.,
21, Duke Street Hill,
London SE1
01-407 4780. Telex 263695.**

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists." 45s. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopric, Horsham, Sussex. Telephone: Horsham 5426.

CLASSIFIED**TEL: 01-240 0855****BUSINESS FOR SALE****ERNEST J. GEORGE & CO.**

(INCORPORATING JOHN S. THORPE & CO.)

Chichester House, Tudor House, Gardale House,
278/282 High Holborn, Bridge Street, Gatley Rd., Gatley,
London, WC1V 7EZ Walsall, WS1 1EZ Cheadle, SK8 4AT Ches.
01-405 7406/7 0922 28748 061-428 6718/9

WARWICKSHIRE CITY. Family pharmacy with above average living accommodation. Turnover exceeds £21,000 p.a. 21 year lease commencing at £300 per annum. Price £5,000 (including s.a.v. est. £2,500). (Walsall Office).

LONDON/KENT BORDER. Attractive modern pharmacy completely redecorated, new flooring, fittings etc., offered at £1,500 + s.a.v. about £3,000 and up to £2,000 can be left over. 2 bed., l.a. over, lease at modest rental, normal hours, lunch time closing, rota 1 in 6, NHS items about 1,000 p.m. Turnover £17,251. Early investigation suggested. (London Office).

SELKIRKSHIRE Well established pharmacy, present T/O £21,374 NHS dispensing 1,000 items per month. Lock-up premises, house available if required in addition, with superb outlook. Normal hours, lunch time closing. Property at present rented but to be purchased. Scope for re-introduction of optics. Price asked £1,000 (o.v.n.o.) £1,750 f. & t. + s.a.v. £4,300. (Cheadle Office).

ILL HEALTH VACANCY BRISTOL. Good mid/class fam. phmcy. T/O 1969 £14,895 but "picking up". D/f shop, sep. disp., 3 bed. l.a. over, oil central heating throughout premises, gdn. gge. F/hold or 21 yr. lease. Well estab. in really good trading site. Should be considerable scope with re-organisation under younger fitter owner. Price of business £1,750 + s.a.v. abt. £1,800. Sale Urgent. (London Office).

ORRIDGE AND CO.

DACRE HOUSE,
DACRE STREET,
VICTORIA STREET, LONDON SW 1.
Tel.: 01-799 6433 (5 lines)

PINNER. Middle and high class pharmacy for sale. Increasing turnover last year being £22,640. NHS over £9,000 p.a. Good agencies. Attractive pharmacy. Living accommodation at present sublet furnished at 10 gns per week. Property held on lease at £650 p.a. rising to £800 p.a. Established 30 years. Price: Only £3,500 for lease, goodwill, furniture and fixtures. S.A.V. about £4,500.

BERKSHIRE. Good class town. Retirement vacancy. High class pharmacy taking about £19,000 p.a. and offering considerable scope. Full dispensing including private. Elizabeth Arden agency, etc. Stock about £3,000. Premises can be acquired or leased. Living accommodation over. Price: Only £1,500 for lease, goodwill and fixtures. SAV. Sole Agents.

SOUTHEND-ON-SEA Nr. Middle and working class family retail business. Will return approximately £32,000 this year under management. Net profit to managing proprietor approximately £5,000 p.a. Audited Accounts. Substantial NHS. Lock up. Rent under £400 p.a. Established 15 yrs. Price: £5,500 o.n.o. SAV. Sole Agents.

CENTRAL LONDON. Retirement. Turnover this year about £30,000, could be considerably more. Established 1770. Good dispensing. Practically unopposed. Living accommodation sublet. Premises held on renewable lease. Normal business hours. Price for quick sale only £2,000 SAV. Sole Agents. Strongly recommended.

AGENTS**AGENT**

required to distribute a leading range of French cosmetics.

Box No 1644

PICOT

**CREATORS OF THE FAMOUS
"PAGAN" PERFUME**

We have recently reviewed our national distribution, and can now offer a limited number of vacancies to retail Chemists as Picot Stockists.

Interested Chemists are invited to apply in strictest confidence for full particulars to:—

PICOT LIMITED

P.O. Box No. 378,
11/21 Queen Caroline Street,
London, W.6.

Exceptional opportunity to secure chemists business in Ipswich, Suffolk. Good living accommodation and trading figures. Secure lease. Only £1,850 plus s.a.v.

Mills and Leighton,
Business Transfer Department,
Westgate House,
Museum Street,
Ipswich, Suffolk.
Tel.: 59637 (3 lines).

SHOPFITTINGS

SPECIALIST chemist fittings. Free brochure of system 80 modern modular units. Write to Olney Brothers Ltd., Northbridge Road, Berkhamstead, Herts. Telephone: 5417.

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in April, May and June, willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

MISCELLANEOUS**BURGLAR ALARMS**

To meet Insurance requirements.

New 24 hr. protection Systems give top Security even when you are trading! No deposits. No installation charges.

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Getting bigger by being better

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(Day and night answering.)

Please mention C & D when
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THE ORIGINAL PLASTIC COATED SHELVING. Adj. steel shelving better than stove enamel, DE LUXE QUALITY. FREE PLASTIC FEET, nuts and bolts. Carr. Pd. (Mainland only). C.W.O.

72in. x 34in. x 12in.
72in. x 34in. x 9in.
36in. x 34in. x 12in.
36in. x 34in. x 9in.
24in. x 24in. x 9in.
72in. x 44in. x 9in.
72in. x 22in. x 12in.

6 shelves £3.15.0
6 shelves £3. 7.6
4 shelves £3. 0.0
4 shelves £2.17.6
3 shelves £2. 7.6
6 shelves £4. 0.0
6 shelves £3. 0.0

**PLASTIC COATED
SHELVIT**

SHELVIT (C&D), 30 Berkeley Street,
Burnley, Lancs. Tel. 0282 29355.

CLASSIFIED

TEL: 01-240 0855

Republic of Ireland

Old established Company (1908) situated in Dublin seeks additional distribution for advertised lines through chemists, stores, multiples, supermarkets, etc.

All deliveries throughout the Republic carried out with their own vehicles.

Manufacturing facilities available.
BOX 1647

SITUATIONS VACANT

CHEMISTS SW 1 has vacancies for a counter-assistant and a post graduate trainee. Good pay with every weekend free. Phone Mr. Bannister 01-799 1411.

DISPENSING ASSISTANT wanted for private (non-National Health Service) practice. Highest references. Box:—1645.

FOR SALE

SURPLUS STOCK

Owing to death of pharmacist sale of goods not allowed to sell as druggists.

Please telephone:
Hitchin (Herts.) 2051.

WANTED

HIGHEST CASH PRICES offered for surplus current or discontinued photographic stocks, cameras, out-dated films, etc. Send complete or small consignment. Call, write or telephone Reginald Loftus, Portsmouth Junction, Southampton. Tel.: 54757.

ARE YOU INTERESTED IN SELLING

**LADIES'
TOP QUALITY
TIGHTS ?**

Agents

Sales of our tights through chemist's are increasing steadily. We require chemist agents in all areas of the U.K., and those who seek additional lines.

Write or telephone now:

HIDA HOSIERY CO. LTD. Department CD
34 John Street, Hinckley, Leicestershire.
045 53 5692

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W 11. Tel. Park 3137-8. C 140

BIRMINGHAM
Main Road. Permanency offered in pleasant well-appointed pharmacy. Excellent supporting staff. Two weeks' summer holiday, one winter week. Five-day week. Basic salary £40 p.w. plus commission. Please apply in confidence to C. L. Highfield, M.P.S., C. L. Highfield Ltd., 479 Bearwood Road, Smethwick, Warley, Worcs.

Government of the Republic of Zambia Pharmacist/Hospital Secretaries Ministry of Health

These vacancies in addition to normal dispensing offer considerable variety, including administrative duties as hospital secretaries.

Applicants must hold a pharmaceutical qualification registerable in Zambia (Applicants entitled to registration as pharmaceutical chemist in Britain and Ireland may register in Zambia). The appointments are on three year (possibly extendible) contracts offering:—

***GOOD SALARIES**—Between K2784 and K4464 P.A. depending on experience. A Kwacha is equivalent to 11s. 8d. sterling.

***INDUCEMENT ALLOWANCE**—of between £600 and £750 p.a.

***GRATUITY**—of 25% of salary earned during contract.

(N.B. normally, gratuity and direct payments are TAX FREE in Britain and Zambia.)

***SCHOOLS**—offer up to 'O' Level locally but generous educational allowances payable for children at boarding school in Britain and Ireland, plus 2 return passages a year to visit parents.

***ACCOMMODATION**—Government housing normally available.

***GENEROUS VACATION**—Leave, good sporting facilities, sunny climate, low taxation

***FREE RETURN PASSAGES.**

Apply to CROWN AGENTS, 'M' Division, 4 Millbank, London SW 1, for application form and further particulars stating name, age, brief details of qualifications and experience and quoting reference number M3E/690102/CCH.





What's the secret of top-class galenicals?

After specialising in galenical production for over 120 years, Ransoms certainly know the answers. Ransoms always start with the highest quality raw materials . . . they use proven techniques of processing . . . they apply their wealth of experience at every stage of manufacture. The result? Superb products that satisfy the most exacting criteria . . . that stand up to the most stringent tests. Ransoms adopt the same principles whether making the famous range of Ransom galenicals or processing customers' own materials. And Ransoms is an entirely self-contained business, unconnected with any other firm in the industry.

When you next need galenicals, it would pay you to contact Ransoms before you buy.



Established 1846

William Ransom & Son Ltd.,
HITCHIN HERTFORDSHIRE ENGLAND

Why the Nationwide Interest in Coloset Colostomy Bags?

**Established hospital acceptance
nationwide advertising and direct-mail promotion**

All this is behind the fast-growing popularity of Coloset Colostomy Bags; helped by the personal preference of colostomy patients who will be grateful for the extra security, poise, unique comfort and freedom of these new undetectable bags. Colosets give them a choice of individual or body plaster application in the same pack; with clear adhesive to minimise the risk of skin irritation. Colosets are made in soft, rustle-free PVC and guaranteed leak-

proof. There are three sizes: 8" x 5½"; 12" x 4" and 12" x 5". Boxes of 100 contain 10 handbag or pocket size packs of 10 bags, each with one body plaster and instructions for use. A widespread publicity campaign, including the highly-effective advertisement shown below in miniature,

is being launched. There's only one way you can make the most of this increasing demand: make sure you have adequate stocks of Seton Coloset Colostomy Bags now!



**If you
were the
colostomy
patient...**

You'd be looking for colostomy bags with clear adhesive plasters, to minimise the risk of skin irritation. Undetectable bags, made in soft rustle-free PVC material: leak-proof bags you could wear with absolute confidence. Plasters designed to allow the opening to be enlarged easily to suit the size of your stoma: a product suitably packed to carry in handbags or pockets.

Would it surprise you to know that there are such bags? Colosets not only cost less than some bags without all these advantages, but also include the unique body plaster, which will stay in place through 10 bag changes.

Seton 
Products Limited A Member of the Seton Group

Tubiton House, Medlock Street, Oldham, Lancashire, England
Telephone: 061-652 2222 (5 lines) Telegrams: 'Tubiton' Oldham

This feature overcomes the problem associated with the constant application and removal of adhesives on the skin.

Would you like to know more about Colosets?

SETON COLOSET COLOSTOMY BAGS

7/2 per pack of 10 sizes 12" x 4" or 8" x 5½"

8/3 per pack of 10 size 12" x 5"

To: **Seton Products Limited** Tubiton House,
Medlock Street, Oldham, Lancashire, England
Please send me a sample SETON COLOSET
COLOSTOMY BAG, stating size preference.

NAME SIZE

ADDRESS

Manufacturers and world distributors of specialised surgical dressings and appliances.

. . . or write for full details to:

BATEMAN-JACKSON

Tubiton House, Medlock Street, Oldham, Lancashire. Telephone: 061-652 2222 (5 lines) Telegrams: 'Tubiton' Oldham

World distributors of specialised surgical dressings and appliances. A Member of the **Seton** Group

C&D SPECIAL

BEAUTY BUSINESS

Retail Selling Trends for the BUYER and BEAUTY ADVISER

May 30, 1970

We take care of the hair. You take care of the profits.



The Philips Hood Hair Drier

Infinitely variable temperature control for just the heat wanted. Extra deep hood for just the results wanted. Collapsible for just the convenience wanted. Retailing at £7.7.0. With floor stand £9.9.0.

Philips Ladyshave

Two shaving heads, one for long hair, one for short. Just strokes away unwanted hair. World-wide voltages, and comes in its own attractive go-anywhere pouch. £3.19.6.

Philips Ladyshave De Luxe

Luxuriously styled, incorporating all the features of the Standard Ladyshave plus its own On/Off switch and presented in a velveteen-lined case. £4.19.6.

Prices shown are recommended Retail Prices.



Philips Electric Hair Clippers

For professional results right from the start. Two guide combs, fine for fine hair, thick for thicker areas. On/Off switch for instant styling control. £3.17.6.

Hair is big business. Whether it's making it beautiful or making it vanish. We make products to do both these jobs.

And you'll make profit on both types of item.

To make hair beautiful, we have four products. Our Hood Drier, Hand Drier and Hair Curlers to keep it in style, and our electric Hair Clippers to keep it in trim.

To make unwanted hair vanish, we have two very big sellers: our Ladyshaves, Standard and De Luxe.

Shown here are just some of the products in our Beauty Care range. Stock the whole range to show your customers how to take care of their hair. You'll find the profit takes care of itself.

Philips Beauty Care

PHILIPS

SPRAY-AWAY IS IN VOGUE!



Spray-Away, the revolutionary new
aerosol depilatory,
is now getting the full Vogue treatment.
And is appearing in Nova, Vanity Fair,
Yorkshire Life Group
and the national daily newspapers.
Are you ready for the revolution?
If not, fill in the coupon and send to:—

Spray-Away
by Total Beauty

13 TO THE DOZEN DISPLAY BONUS

TOTAL BEAUTY LTD.,
89a, High Road, London, N.22.

NAME.....

COMPANY.....

ADDRESS.....

.....

Retail Price 27/6 per bottle; Trade Price 162/- per dozen;
Purchase Tax 86/11 per dozen; Retail Mark Up 50% plus on trade.

BEAUTY BUSINESS

Editorial Consultant: Elizabeth Anderson

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Forecast.. fashion and beauty

Make-up to make love in

is going to be a Summer with an emphasis on prettiness for the girls . . . which will lead to an emphasis on "togetherness" with boys if the pictures that are piled on the editor's desk are anything to go by!

To begin with Mary Quant have launched a new range of products promoted as "make-up to make love in". It includes Eye Tints in clear, bright colours like blue, aqua, soft green, violet, yellow and bronze. For the face, Colour Sticks in medium, dark or bronze shades and Blush Sticks for the cheeks. There is also Lash Colour, a smudge-proof mascara in black or brown/black and, for atmosphere, Potion, Mary Quant's new perfume laced with AM for daytime wear and PM for the evening. It is made with an oil base so that it will linger longer.

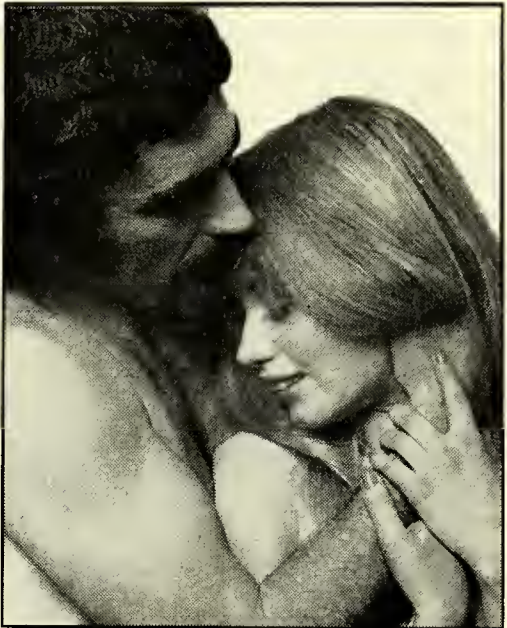


More togetherness

from Lenthéric comes Centaur — six toiletries designed for men, which will undoubtedly be approved by women. The range includes a Cologne, an after shave lotion, a pre-electric shave lotion, foam shave, bath soap and talc, all perfumed

with the distinguished essence of Centaur created for Lenthéric by Eric Simco, a "nose" who has been a perfumer for over 30 years. Centaur has a clean and vigorous top note which is a complex of tart herb and spice tones including coriander, sage and verbena, but its heart is floral and its base notes are warm and long lasting with such naturals as labdanum and ambergris.

Once upon a time it was considered sissy for a man to wish to smell attractive —now it's the 'in' thing, so look for an expanding market in men's toiletries. Anything goes, including Dunhill's super grooming products for men—described



as the Rolls-Royce of the male market—which have a discreetly sophisticated fragrance. The Cologne has fresh green and citrus notes, but it's warm and woody background is a subtle blend of rich ingredients like sandalwood, oakmoss, patchouli, musk and amber.

Yardley backs BRM

Yardley announced this spring that they would be sponsoring a team of two BRM Formula 1 cars to take part in the full calendar of Grand Prix events during the 1970 motor racing season. The latest type of 153 BRM cars, which made their debut at the recent South African Grand Prix, have now been painted in Yardley colours, reflecting the style of their well-known range of men's toiletries. For chilly days at Brands Hatch Yardley's have had a special jumper designed and knitted in the Yardley team colours of black, brown and gold on white. Pattern designs, for either girls or men, are available direct from Yardley of London, 22 Old Bond Street, London W1.

Aquarina

Here is the new look of summer from Max Factor—to recall calm seas sparkling in the early morning sunlight. Silver-gold beaches glistening against a perfect sky.

The skin is cool, dewy and radiant; the mouth is burnished, gleaming with a golden iridescence; and round the eyes colours merge and flow together, surrounding them in a soft, shimmering haze.

To create Aquarina, Douglas Young of Max Factor has employed the delicate techniques of aquarelle painting, treating colour as if it is a fragile crystal glass.



Colourwise

ALMAY are introducing six new shades of creamy nail enamel. Four soft pastel shades plus a brighter pink and soft rose. They will be coming to your counters at the end of next month. All the colours sound romantic: Petal Pink, Pink Bud, Flowering Peach, Ming Rose, Almond Cherry and Pale Persimmon. Almay's Creme Glaze Nail Enamels will not settle in the bottle, they say, but is smooth and long-lasting on the nails.

DOROTHY GRAY makes an important move in fashion eye make up this month with Eye Shades, compacts of triple powder shadows. Eye Shades are designed for eye-contouring and a variety of tone-on-tone effects, and Dorothy Gray says they "turn every girl into an eye make up artist". There are four fashion colour-ways: Bay Green (two shades of olive, plus gold), Lilac, Tobacco (softened brown), and Turquoise. Each has its light, mid and deep shadings.

CUTEX have latched on to the fact that the "Wet Look" will be with us through the summer with ciré coats and dresses, swimsuits shiny as water seals, glacé leather jackets and gleaming wet look maxi-macs. So they have come up with the perfect complement to high fashion with four beautiful gleaming "wet look" colours in lipsticks and matching nail polishes—the Glossies. The colours are: Slippery Scarlet . . . a glowing brilliant scarlet, Slippery Saffron . . . a glistening coral pink, Slippery Sorrel . . . a subtle sorrel brown-pink and Slipper Cyclamen . . . a gleaming cyclamen pink.

OUTDOOR GIRL is diving in with Aqua Shadows for the eyes. They are washes of pure, fresh colour. Six sea fresh shades, sky, bronze, ivory, sage, aquamarine and heather. Great for Summer faces!

Selling to the Sun Set

The suntan story

Here they come—we hope—those lazy, hazy days of sunshine! Soft breezes and that heavenly heady feeling that makes us breathe luxuriously: “Mm-m-summer!” Suddenly it’s going to be time for all and sundry—your customers, too—to tear off to the nearest beach or patch of grass and bare their winter-white bodies to the sun.

It’s a glorious thought—but all too often reality doesn’t turn out to be quite so glorious. In their eagerness to catch the elusive sun, far too many people will head for the sun totally unprepared, while others gaily grab the nearest suntan product off the shelf, without checking that it’s the most effective one for *them*. This is where your job is so important. You can do such a lot to prevent customers coming back with sad tales of itching bodies and peeling skin, by simply guiding them towards the best sunscreen for their individual skin type. It may just take a few minutes longer—but they’ll thank you for it!

What is a tan?

Briefly, it’s the skin’s way of protecting itself against the sun’s rays. It does this by increasing a pigment called melanin which has the effect of making the skin darker.

What actually makes you burn?

The sun’s powerful ultra violet lights are made up of different rays—some of which are harmful in that they burn unprotected skin. This is where suntan preparations come in. They provide the extra protection that the skin needs from those damaging rays, by filtering the short, burning rays



from the long, tanning ones and prevent the skin becoming dry and flaky with constant exposure.

How to tan painlessly

There are very few people whose skin is so fair and sensitive that they can't take any sun at all, so the following rules can be applied to the majority.

It is absolutely vital to re-apply a sun lotion after swimming because sunscreens are not completely waterproof. Remember, too, that burning rays are far more cruel to salty skins, so, for your shoulders' sake don't bob about in the water for too long.

- Avoid the noon day sun like the plague when the sun is at its highest and hottest!

The safest times are early morning and late afternoon when the sun is low in the sky and its radiation must pass through a thicker atmosphere, which selectively scatters the shorter waves.

- Build up your exposure to the sun very gradually. Certainly no more than 15 minutes on the first day—hard as it may seem—and after that increase the dosage, little by little, every day.
- Don't be fooled by a cloudy, breezy day—the ultra violet rays are there just the same and you will still need your sun-screen protection.
- Pay special attention to the nose, backs of knees and neck, and shoulders. These are the vulnerable spots.
- Never fall asleep in the sun.

Individual tanning types

Tanning types can be roughly divided into four categories: First of all, there's the "Toaster." They're the lucky ones who go a really deep mahogany with very little effort. Colouring-wise, they probably have a fairly olive skin with either black or dark brown hair. Although their skin tans easily and rarely peels or burns, they still need some form of care to prevent the skin weathering and wrinkling. Then there's the "Bronzer." This is the most common British type—the sort that will burn if not looked after properly.

They're probably either a light brunette or a dark-eyed blonde with a slightly dry skin that has a tendency to peel. To prevent this, suggest they use a sunscreen that softens and moisturises the skin, as well as protecting it.

The "Burner" is one of those unlucky people who frizzles and peels after only a short time in the sun. Their hair is most likely fair or sandy and their skin dry and delicate—and liable to turn pink in minutes. For this type of cus-

tomers, you should advise a smooth moisturising cream or milk that will help to keep their sensitive skin supple and soft.

Overnight tanning

Of course, if your eager customers can't wait for the sun and dream of waking up one morning to beautifully browned limbs, the answer is one of the overnight tanning preparations.

All they do is spray it on . . . and a few hours later they've got a sexy golden tan!

But do warn them that many such preparations are not always a protection against sunburn, too (read the instructions on the pack yourself, first).

The table below shows the Ambre Solaire answer to the question of sizzling! And there's also . . .

Duo Tan: New this year, it's an overnight tanner that protects you as well. Unbreakable polythene tube, 50 gms 8s 9d, polythene squeeze-pack 115 gms 14s 9d.

Ambre Soie: Tans without the sun but does not protect as well. Aerosol 95 gms 15s 9d.

Après Soleil: Another new Ambre Solaire product this year—a smooth, deliciously cool moisturiser for after sun. 120cc unbreakable polythene squeeze-pack 12s 2d.

Tan plan

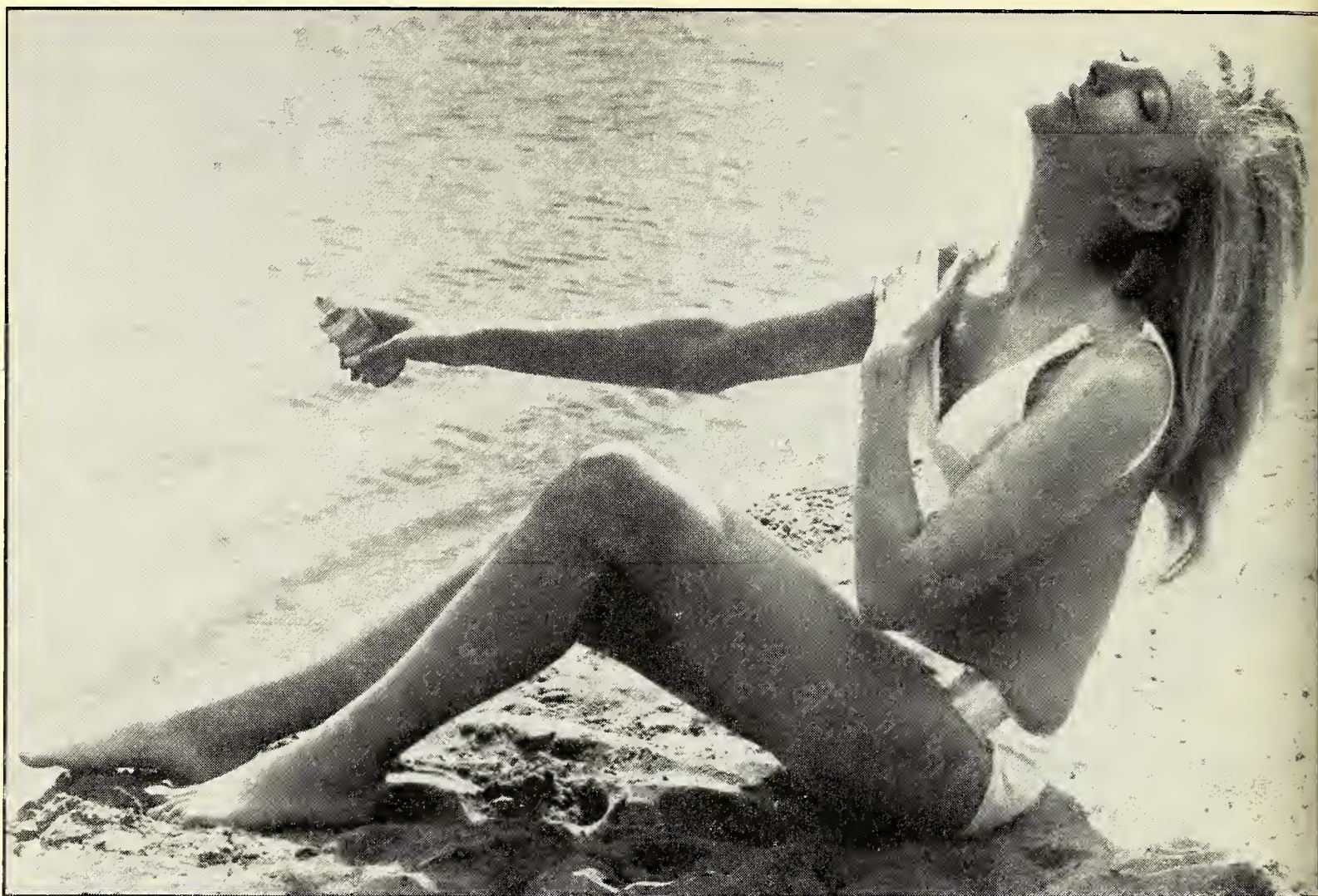
Other answers to the burning question come from other firms. For instance Dorothy Gray has launched her Tan Plan this year with a trio of products presented in sunny yellow and orange packs. They are Sun Cream, Sun Lotion and Sun Oil, and each is planned for an individual skin type. For dry and sensitive skins—the ones always most likely to burn—there is Sun Cream. It has an added "plus" in being insect-repellent into the bargain! Normal skin will tan happily with the Sun Lotion, which is easy to whisk on from top to toe thanks to its dispenser-top container. Sun Lotion is also ideal for sandy beaches because it contains special silicones to stop the sand sticking to you. Lastly there is the Sun Oil for the natural dark or inclined-to-be-oily skin.

Continued over

The Ambre Solaire answer

Tanning Type	Product	Form	Size	Price
Toaster	Ambre Solaire Oil-free Sun-tan Lotion	Unbreakable polythene squeeze-pack	120 cc	12s 2d
		Aerosol	140 gms	15s 9d
Bronzer	Ambre Solaire Oil	Bottle	60 cc	9s 0d
		Aerosol	120 cc	12s 10d
	Ambre Solaire Mousse	Aerosol	165 gms	15s 9d
		Aerosol	145 gms	15s 9d
Burner	Ambre Solaire Lait Hydratant	Unbreakable polythene squeeze pack	120 cc	12s 2d
		Unbreakable polythene	50 gms	8s 5d
	Ambre Solaire Creme	Unbreakable polythene	100 gms	13s 3d

Photograph by courtesy of Ambre Solaire



Selling to the Sun Set

Illustration by courtesy of Dorothy Gray

Sun tan passport

Then there is the Piz Buin range of sun-protection products. These take their name from the famous mountain peak in Austria, and have been specially designed for all sports and open air enthusiasts. All the preparations are scientifically formulated, have been tested in the Himalayas, say the manufacturers, and are presented in two ranges—Azul in the blue pack and Exclusiv in the brown package. And for the lips there is the Piz Buin Lip Protection designed to prevent parching or blistering of the lips. Piz Buin also have available to their stockists copies of their well-planned Sun Tan Passport. Your customers should find this little booklet very helpful in choosing the right product to suit their individual skin types whether they are proposing to seek the sun in Beirut or Brighton.

Under the sun

It is a medically acknowledged fact that exposure to the elements plays a major part in the skin's process of ageing. This is a main reason why the skin of the face, neck and hands becomes lined and wrinkled long before the body skin shows any signs of age. So advise your customers to keep their skin moist by lubricating the skin each night with a moistur-

ising deep cleansing cream such as Anne French Hidden Beauty. After cleansing, a second helping of cream should be massaged into face and neck, to do its work of rehabilitation overnight.

Telling Tips

For those impatient customers who can't wait for several days to acquire a tan, suggest one of the fake tan products so that they can arrive at their holiday resort already nicely bronzed. Outdoor Girl's Tanfastic is now in its ninth year; or there is Miner's new Trick Tan. Now Mary Quant has joined the brownies and this month has launched Topspeed. Top-speed turns skin golden brown in four hours and its lasts about one week. Under the sun Topspeed doubles as a suntan lotion with its sunscreen to protect against sizzle.

For those unwise customers who have toasted themselves to a frizzle Elizabeth Arden's Eight Hour Cream helps take the burn out of sunburn. Incidentally, it also soothes cuts or insect bites and even gives back gloss to sun-dried hair.

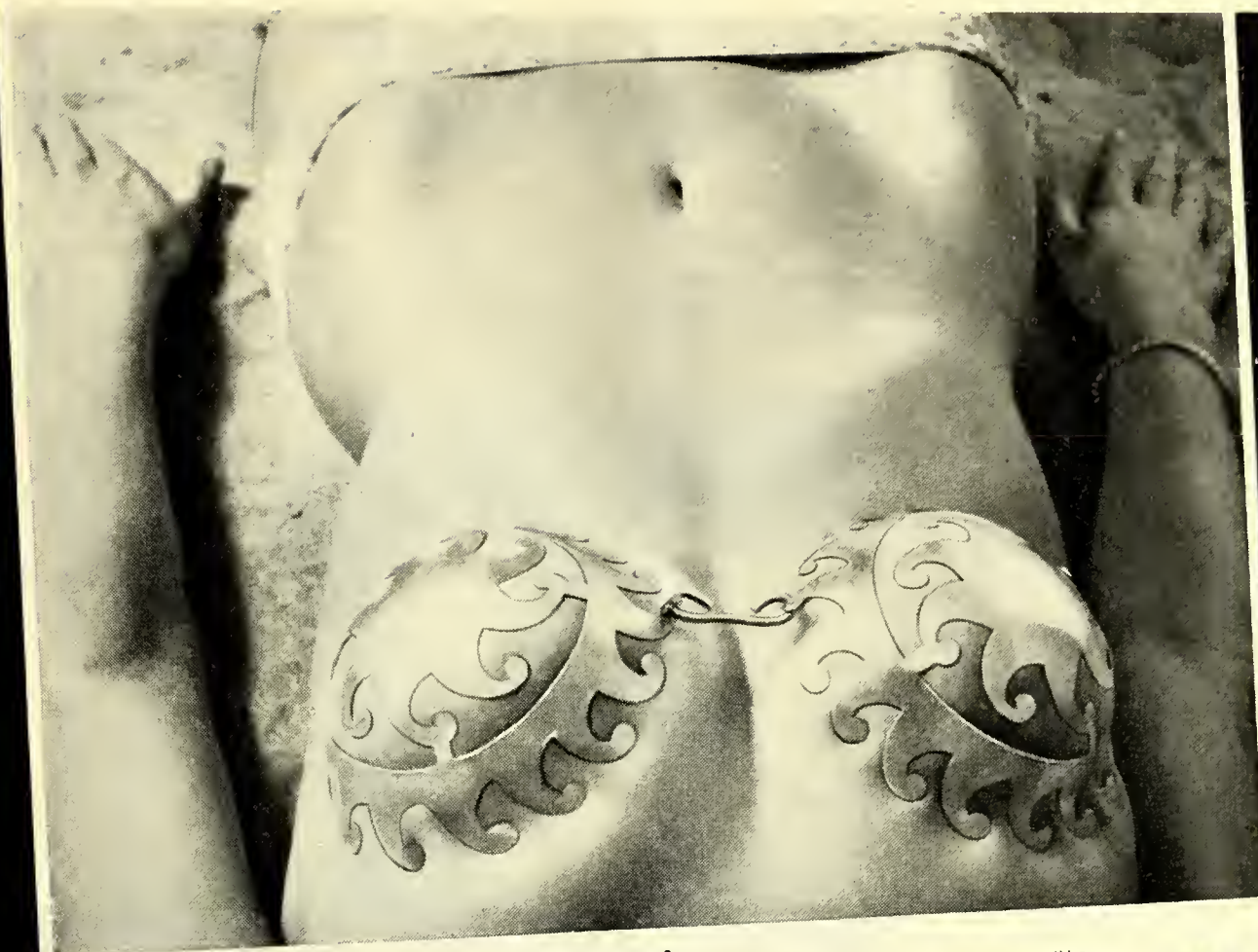
For customers back from their holiday longing to retain their healthy tan, tell them to guard against skin dryness with a rich bath oil like Fenjal or Italian Marble's Bath Bliss which comes in three

exotic fragrances, or for those with few pennies to spare, with Johnson's Baby Oil.

For those who prefer to stay pale — or to protect a baby's tender skin — recommend the highly specialised Kerodex Sun Deflectant Cream. Kerodex 11D is a flesh tinted cream and should be re-applied every three or four hours for maximum safety; Kerodex 12W is waterproof and excellent for swimmers and other sports enthusiasts.

For customers with exceptionally sensitive skin, or whose lips become sore and blistered in the sun recommend Uvistat Cream or Uvistat-L.

For customers who always fall for something brand new, what about Skol Sungold — a completely new, completely comprehensive range of sun tan preparations just introduced for this first summer of the seventies. The formulae were developed by Scott & Bowne's own chemists and in the Sungold range there is an oil, a lotion, a creme and a special creme for sensitive skins. Then, as a companion to each of these products, there is Tan-Saver, a rich moisturising lotion which will be a "must" for anyone who values their tan. TanSaver is used at the end of each day's sunbathing to replace the natural oils dried up by the sun, wind and water to make your tan last much longer.



Tantrap!

New Skol Sungold gives you a golden tan and helps you keep it longer

Skol Sungold is an entirely new range of sun preparations for all types of skin. Its rich, safe brown- ing power has proved itself under the hot sun of the Mediterranean. *And new Skol Sungold really can help you keep your glowing holiday tan longer.*

Just buy Sungold TanSaver when you buy your oil, cream or lotion. Put some on every day when you come in from the sun. It's cool and refreshing. And its special moisturisers help preserve the rich inviting colour of your skin.

New Skol Sungold



This ad will tan the lot.

1970's big news in sun tan—'New Skol Sungold gives you a golden tan and helps you to keep it longer'—is on its way to *39 million readers.*

Full page, full colour advertisements are appearing (now, and right through the summer) in *Woman, Vogue, Nineteen, Honey, and She*, selling hard just when people are really holiday conscious.

New Skol Sungold is going to be a sizzling best-seller—just keep the attractive packs where everyone can see them!

Oil in fine-spray aerosol	12/6
Lotion in squeeze pack	9/-
Cream in squeeze pack	9/6
Double filter cream in tube	8/6
TanSaver: after-sun moisturiser in bottle	9/6



Scott & Bowne Limited,
50 Upper Brook Street, London W1Y 2AE.

Summer hair care

Conditioning

A pre-holiday hair care session is essential if you want to look ravishing on your vacation and avoid a long, painful repair job when you return!

During the winter months, hair—the dry type especially—can be harmed and damaged by central heating and smoky atmospheres. An excessive use of lacquer and constant back-combing can damage any hair type and, of course, the incorrect or over-use of bleaches, perming lotions or hair colourants can dry the hair and cause the cuticle scales to become ruffled up, producing a tell-tale lifeless look.

Many women's hair is not actually out of condition but is just extremely difficult to manage. Because it's so fine and wispy it lacks body, never looks sleek and has a slight "fuzzy" look, although it may not even be curly. Fortunately, today with the help of modern conditioning treatments, the hair can be nursed back to its natural, healthy state.

Poly, for instance, have formulated conditioning treatments that penetrate deep down into the scalp and the hair's cuticle scales to give long lasting nourishment—they really get down to the job of restoring the hair's natural gloss and silkiness. Polycare Deep Acting Conditioning Treatments are specially formulated for specific problems, so there is one for everyone.

There's a herbal conditioner for dry, damaged hair, which contains the essences of eleven natural, health-giving herbs; one for bleached hair which contains cholesterol, a proven nourishment and conditioning agent, and another for permed hair which is formulated especially to counteract the damaging effects of perming—dry, hair, brittle texture, split ends and loss of natural gloss.

New from Supersoft

Supersoft have just produced a new After Shampoo conditioner, to sell at 10d a sachet. It should be used after the shampoo has been rinsed off and left on for a few minutes before the final rinse. It is lightly scented and contains a compound which will counteract static electric charges on the hair, the cause of the fly-away trouble!

This conditioner, which has a non-greasy cream base, contains refined lanolin as an additional lubricant for long-suffering hair. This conditions the actual hair shaft and helps to replace the natural oils that tend to be removed in the shampooing process.

And from Wella

There comes news of a new Herbal Creme Rinse from Wella for women with dry and difficult-to-manage hair. Again the conditioner is applied after shampooing, being massaged well into the hair until a

rich cream forms. The hair is then rinsed, towel-dried and set. Herbal Creme Rinse comes in bottles, each containing enough for up to 10 treatments at a cost of 7s 6d, and in sachets which contain enough for a single application, at 1s 3d.

Nuts to girls with dry hair!

That's what Inecto say in recommending their recent Peach Nut Oil Shampoo—specially formulated for anyone with a dry or dull hair condition. The oils in this shampoo are derived directly from peach nut kernels. In the school room we all learned that the fruit kernel provides a tiny store house for the natural oils and food reserves that the plant will require and draw off during its early life to keep it healthy and succulent. Peaches especially need a lot of oil and the peach kernel is, therefore, a marvellous reserve for these rich oils.

To get the maximum benefit from this Peach Nut Oil Shampoo it should be used as a treatment. The hair should be sham-

pooed with half the contents of the sachet in the usual way, and then the remainder should be tipped on to the hair and gently massaged in and left on for two to three minutes before rinsing. For 1s a sachet this new shampoo gives value for money and has a heavenly perfume.

Jet set hair drier

From Philips comes a new pistol grip design hand drier to make hair styling and drying a pleasure. It weighs only 14 ounces, is in a smart two-tone grey and blue, and has a special nozzle attachment producing a narrow airstream to make hair styling simple; by removing the nozzle the airflow becomes wider for general drying. The recommended price is £4 12s 6d.

Photograph by courtesy of Dorothy Gray where Michael Saville has designed captivating chains of fake hair which sell at five guineas a yard. Here he has used a grand chain to link a piled-up Edwardian coiffure with an intriguing body decoration.



Sweetex. Smarter than calories.



Dear, sweet, lovely Madam.

If you want to stay slenderly slim, the thing to do is—drop one, tiny, white, sensible Sweetex into your tea or coffee.

Instead of a teaspoonful of sugar.

It saves you 27 calories every time. Off, possibly, your lovely waist.

It tastes sweet and that's all.

Which is all you want, if you're smart.

And which is probably why Sweetex is the most trusted of all sweeteners.

The 200 tube of Sweetex costs you just 2/-. But it saves you, altogether, 5,400 calories in your calorie-controlled diet.

Put another way, it saves you walking 108 miles. Which is what it takes to get rid of 5,400 calories.

It's easier to stay slim than to get slim. And it's smarter.



Shirt and trousers by Ossie Clark.
Weight watching by Sweetex.

superb products, new you must

The range of Wella hair beauty products has already succeeded in gaining significant market shares. This year all products will be heavily supported on T.V., in the cinema and in dominating spaces in women's magazines and the national press.

Wella For Men is now establishing itself as a fast moving line.

There are more exciting developments in store. Make sure that you profit from these powerful campaigns. Remember, Wella products and advertising help you to trade up. And trading up means profits up.

wella



means kindness
for hair -
profits for you



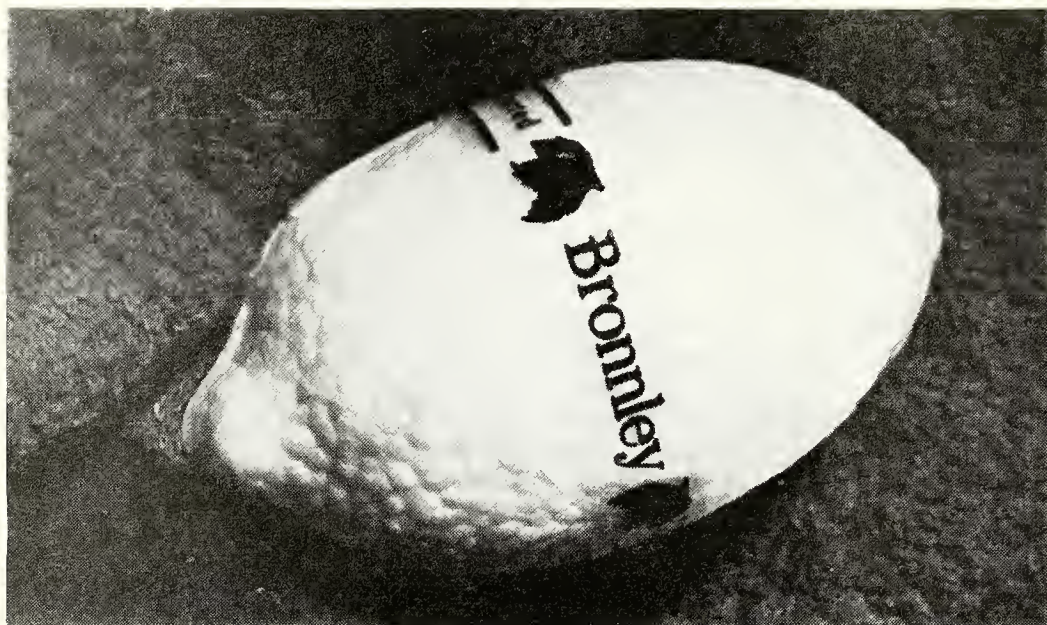
massive ad campaigns... in with Wella



Advertiser's announcement

H. BRONNLEY & COMPANY LTD. 10 Conduit Street, London, W.1

Soap Specialities



BRONNLEY have been making fine soaps since 1883. Today their reputation stands higher than ever, and they make a wide range of soaps of all kinds. Some carry sweet flower garden scents right through to the last sliver, some are laced with skin-cherishing turtle oil — and then there are BRONNLEY soap specialities — like their Lemon soaps, Pre Make-Up and Antiseptic Soap. Just as a reminder. . . .

Bronnley Lemon Soap

. . . . comes lemon-shaped and lemon-scented. Of course! BRONNLEY have made a big name for themselves all over the world with these soaps: soaps with a zing and a zest all their own, containing oil from the finest Sicilian lemons to give them their distinctive and refreshing fragrance. BRONNLEY lemons are truly unisex soaps: for blokes like the fresh, sharp fragrance as much as the birds! There are toilet size lemons, and chubby bath size ones: lemons in punnets and in husky wooden crates: lemons threaded on soft white ropes for shower addicts—and even jumbo size lemons on ropes. Not only do these lemon soaps look exciting, but the soap is superfatted and its frothy lather, plus, of course, the unique BRONNLEY lemon fragrance add up to soap luxury-style.

Bronnley Pre Make-Up Soap . . .

. . . is BRONNLEY's answer to the drying effect of some make-up. It is actually designed to prepare the skin for the application of cosmetics. Some of its ingredients tells its story perfectly. Ingredients like malt . . . lanolin . . . and avocado pears. The malt ensures a rich, cleansing lather, lanolin adds the nourishment all skins need, and avocado pears provide the skin-softening qualities. The result—a clean supple skin ready to receive make-up at once. The lovely, sculpted white tablet has only the slightest hint of fragrance, all to the good for women allergic to highly scented soaps.

Bronnley Antiseptic Soap

. . . is one that is specially orientated to a medical background. It is a completely new concept and has been specially prepared for infective conditions of the skin.

Developed in consultation with a leading British dermatologist, BRONNLEY's Antiseptic Soap is designed to be used not only by the patient, but also by other members of the household, to help prevent re-infection. In fact it's suitable for use in any septic condition where soap is permitted.

Although, as its name suggests, BRONNLEY's Antiseptic Soap is medicated and contains hexachlorophene, it does not have an overpowering 'disinfectant-type' smell. In fact it has a light and pleasant perfume compounded of pure essential oils, known and proven for their freedom from allergies even on the most sensitive skins.

Antiseptic Soap is superfatted to BRONNLEY's own special formula developed from years of experience.

Special products for special problems

During your working day you will be faced by many people with different beauty problems. Check that you know the answers to them. For instance:

For a woman who finds eye make-up allergy-causing . . .

Introduce her to the Almay range of hypo-allergenic cosmetics. All the products in this range carry the Almay promise of purity but more than this their colour sense is superb and high fashion. Their Soft Lustre eye shadows come in six sheer, polished shades — blue, aqua, green, grey, lilac and brown: all teamed with sheeny, extra-luminous Lid Lighter. Soft Lustre Eye Shadows cost 19s 6d.

For those with infective conditions of the skin like acne or pimples . . .



Suggest Bronnley's Antiseptic Lotion which, for best results should be used in conjunction with their Antiseptic Soap. As its name suggests Antiseptic Lotion is a medicated lotion and contains hexachlorophene and witch hazel, but it has a pleasant and unobtrusive fragrance which won't quarrel with any other perfume used. It is highly aseptic and extremely soothing to problem skins. Tell your customer to use it last thing at night after the skin has been cleansed and again in the morning before applying make-up. Antiseptic Lotion costs 8s 7d and comes in a square white plastic bottle. The Antiseptic Soap is 3s a tablet.

For anyone with sore, sun-cracked lips quite commonplace during the hot summer months . . .

Recommend Roger & Gallet's Lip-Aide which is a soothing and healing lip salve. It's packed like a lipstick and comes either colourless or in a pink which gives just a lick of colour to the lips. It tastes good, too! Lip-Aide costs 3s 6d.

For a hard-working housewife showing signs of too much potato peeling . . .



Bring out your Nailoid Cream. This rose pink, soap-based cream, contains lanolin to condition, nourish and strengthen the nails. The finger-tips should be moistened and the cream massaged around the cuticles and under the nail tip, then cleansed using a moist, soft brush and rinsed. Applied liberally it will remove nicotine stains into the bargain, and as it is an anti-acid it will dissolve accumulations of acid around the nail bed to ensure healthy pliant cuticles. Nailoid Cream costs 2s 1d and 5s.

For a woman with an allergy to all face powders . . .

Tell her about the Queen series of non-irritant toilet preparations. Their face powder, although delicately perfumed, contains no orris root or other irritant and comes in shades of Ochre Rosee, Rachel No 1, Rachel No 2, Rachel Soleil, Natural, Peach, Deep Peach, Apricot, Rachel-Natural, Sunburn, Plain White and Beige. Queen Face Powder costs 12s 9d.

For a teenager with a naturally oily skin . . .

Sell her Gala's new Wash Off. A liquid cleanser in a bottle. Cup a little in the palms of the hands, add some water and then massage it into a fine lather to remove every speck of make-up and leave the skin deeply cleansed. Wash Off has a delicious lemony tang, and costs 13s 9d

For a girl looking for a special present for the man in her life . . .



Why not a bottle of Cologne from the Rolls-Royce of the men's toiletry market — Dunhill. The fragrance is discreetly sophisticated; it has fresh green and citrus notes, but its warm and woody background is a subtle blend of rich ingredients like sandalwood, oakmoss, patchouli, musk and amber. Dunhill's Cologne costs from 21s to 70s and there is also a matching range of shaving products.

For women with splitting or flaking nails . . .



Suggest Demuth's Carnate — a dual purpose, two-in-one nail aid. Only a speck of Carnate, a pale pink, creamy paste, dotted on each nail and then buffed, either with a chamois buffer or against the palm of the hand, works wonders. Carnate's oils are nutritive and prevent and cure brittle split nails, whilst its natural minerals give a waterproof and long-lasting polish. Carnate costs 5s 6d.



In high fashion cosmetics, you can't get purer than Almay

High fashion cosmetics contain many ingredients. You can't do without them. Or if you do, you get that much less of a cosmetic.

Pure Almay cosmetics have everything essential to beauty.

But where many ordinary cosmetics contain certain ingredients which might upset a delicate skin, Almay is scientifically formulated to be not only pure but hypo-allergenic.

That is why Almay is so special. All the glamour, fashion and colour which you expect, but with the extra hypo-allergenic plus.

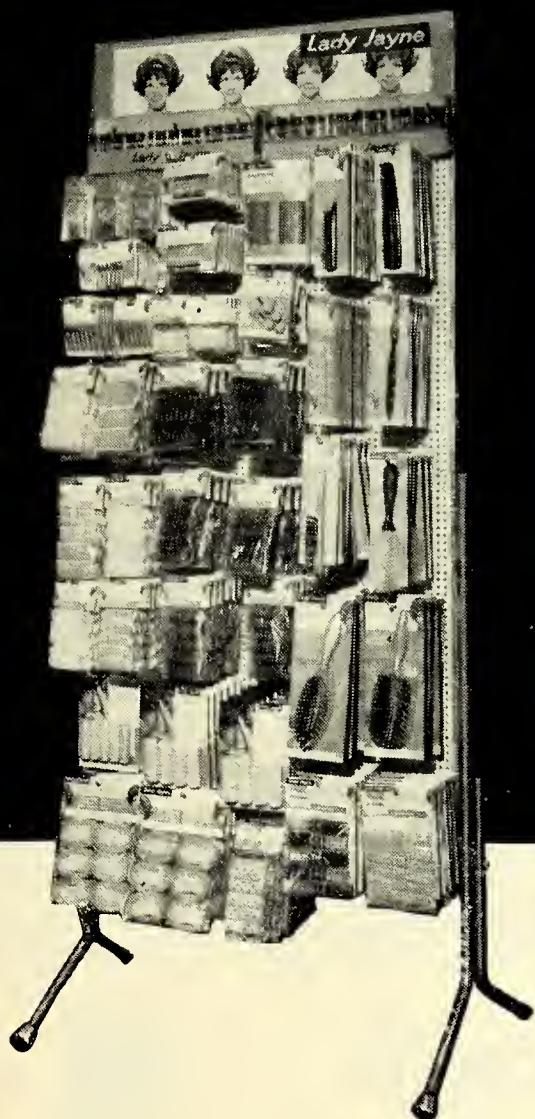
In Pure Beauty, the first and last word is Almay. Specially, scientifically pure. And specially cosmetically glamorous.

Almay is distributed on a strictly limited agency basis but there are certain areas where additional representation by appointed agents is required. For details write to the Sales Director, Almay Cosmetics, 225 Bath Road, Slough, Bucks.

ALMAY®

It's Pure Beauty

Lady Jayne



This wall stand for Lady Jayne hair goods occupies a minimum of valuable floor-space. Kept fully stocked, the stand makes an effective, profitable sales device — showing the Lady Jayne range to its best advantage. Yours complete for £34. 6s. 3d., selling out at £51. 15s. 2d. (incl. P.T.) Take a profitable stand with Lady Jayne.

Stand to make a profit

How do you rate as a salesgirl?

Selling "beauty" should be a super job. But, like all other jobs, what you get out of it depends on what you put into it! Prepare to be a bit objective about yourself in your role as a salesgirl—and see whether your performance matches up to the ten points listed here which were drawn up by Dorothy Cunningham of Elizabeth Arden as guide lines for her Arden consultants.

1. Personal enthusiasm: Do you have enough to last you through a whole working day, so that every customer sees you as a cheerful, pleasant person?
2. Self Confidence: Do you demonstrate that you believe in yourself, and do you always try to put your best foot forward?
3. Sold on your job: Do you like selling well enough to declare, "I'd rather do this than anything else?"
4. Belief in what you sell: Do you believe in what you are selling?
5. Knowledge that qualifies you as an expert in your line: Do you know your products so well that you think and act like an authority in your field?
6. Follow a productive working plan loaded with ideas: this is a step by which the top girl adds quality to that necessary quantity in terms of the people she services and the day's timetable she goes by.
7. Back up knowledge and persistence with ideas and imagination: this is the action that makes the top girl rise head-and-shoulders above the majority of salesgirls.
8. Use the creative touch as a persuader in all presentations: this is the action that makes a preparation take on added lustre and attractiveness in the eyes of a customer.
9. Think ahead and beyond your competition: this is the knack of maintaining yourself as a formidable contender in selling.
10. Meet objectives and overcome objections with new approaches to problems; this is the skill that keeps a top person out of the rut—keeps you from losing sales in the face of problems faced every day.

COOL SELLING

This is the time of year when your sales of colognes and toilet water should take an upward curve. Hot weather calls for cool fragrances.

Like Bronnley's Japonica perfumed Cologne. The scent of the Japonica is delicate with just a faint trace of almonds, and cannot easily be extracted, so Bronnley have composed a perfume for their Japonica range which is evocative of the scent, yet has a flair all its own.

Like Roger & Gallet's Extra-Vieille Eau de Cologne which is being strongly promoted in this country for summer 1970. Its formula is of the classic Eau de Cologne type, but its subtle blend of ingredients is spiced with a sharp brilliance which makes it very much a fragrance of today.

Like Molyneux's Fête Parfum de Toilette: which is a truly cosmopolitan scent; with elements from the Alps, Spain Yugoslavia and Italy.

And, for a product with an extra plus, there is Demuth's Frozoclone and Frozolavender. Frozoclone has a subtle floral fragrance . . . and the cool, controlled applicator is perfect for quick and easy use. But . . . Frozoclone and its sister product Frozolavender, are something more than just solid colognes—they are also fast-acting pick-me-ups: they act as a tonic to give an immediate "lift" when feeling low.



The bare facts are enough... Body Mist is the most successful deodorant of them all.

**Body Mist is now
being supported by
the most unusual
and exciting
deodorant advertising
ever.**

Order your profits NOW!

**Available in aerosols
and squeeze packs.**



Rundown on new products

Bronnley

Roll-on Deodorant and Anti-perspirant

quick-drying deodorant

Regular size 8s

Handbag size 4s

a carefully formulated, effective deodorant and anti-perspirant, unscented so it will not quarrel with any perfume worn

Goya

Hand & Body Lotion

to protect hands and body

6s 6d

a rich, creamy lotion containing a blend of emollient oils and lanolin to nourish and moisturise

Roberts Windsor

French Almond

Spray Cologne

to give the body all-over fragrance

17s 6d

this handsomely packaged spray Cologne is scented with the rich warm fragrance of French Almond

Coty

Sheer Puffery Foam

Foundation and

Foam Blusher

make-up in an aerosol for perfect coverage

Foam Foundation 22s 6d

Foam Blusher 27s 6d

No more messy fingers... no more waste... just spray on Sheer Puffery. Foundation in six shades, Blusher in three

Cyanamid

New Breck

shampoos the hair without stripping out natural oils

Sachet 10d

Standard Bottle 3s 3d

Large Bottle 4s 11d

New Breck contains more than 50 per cent natural soap plus water softeners to prevent scum formation... leaves hair healthy, shiny and manageable as well

Innoxa

Super Vitalizer with Amalene

to condition mature skins

22s

Super Vitalizer is a concentrated moisturising night cream for dry skins, containing rich emollients and penetrating oils that sink deep into the skin

FUNCTION

PRICE

SELLING PEG

Roja

Belle Argent

to beautify grey or white hair

7s 9d

Belle Argent is a semi-permanent colouring cream in tube form. It comes in two shades: Moonstone, a delicate silver blue, and Grey Iris, which is a soft pearl grey

Elle Skin Health Cream

to relieve irritation

3s 6d

an antiseptic and anaesthetic cream with an effective anti-pruritic action that relieves irritation of the outer vaginal area: helps prevent the spread of infection

Thomas Christy

Loranne Splash

Cologne

a refreshing Cologne

10s and 16s

fine for travelling, has a long-lasting, crisp summery fragrance for day-long freshness

Bisks

Crispbread & Savoury Crackers

to satisfy between-meal hunger pangs

Crispbread, 2s per packet

Savoury Crackers, 5s 3d per packet

These slimmers snacks are more filling than ordinary snack biscuits, yet don't contain any extra calories

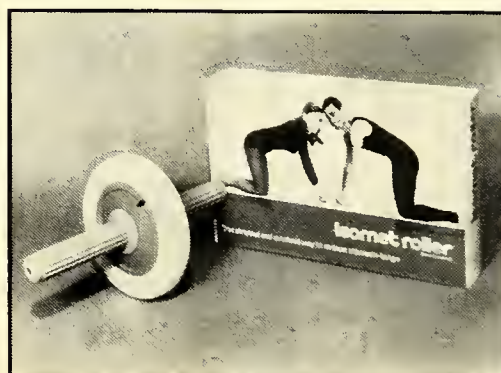
Isomet

Roller

to strengthen, re-tone and tighten sagging muscles

59s 6d

simple and scientifically sound, used for only a minute a day results should show within a matter of a few weeks



Rundown on new products

FUNCTION
PRICE
SELLING PEG

Pond's
Light Moisturiser
to soften the skin
2s 8d
Light Moisturiser is non-oily and non-greasy in texture, and contains an ingredient to maintain the necessary acid mantle of the skin

FUNCTION
PRICE
SELLING PEG

Gala
Skin Tint
for a sheer make-up
10s 9d
Skin Tint is a gel type foundation in two shades—bronze and tan. Available mid- to end of June

FUNCTION
PRICE
SELLING PEG

Juvena
Pearly Gloss Eye Shadow
to lend transparent colour to the lids
29s 6d
this fluid eye shadow comes with its own special brush, and will not blur or cake in the folds of the lid. A choice of 8 colours

FUNCTION
PRICE
SELLING PEG

Wella
Body 'N Bounce
to set and condition the hair
3s 5d
strengthens hair without creating brittleness, giving resilience and a healthy shine



What's new in offers

Yaxa are now marketing a deodorant and anti-perspirant called Super Dry. It has a powder base that dries almost immediately on contact with the skin. Super Dry is in the shops now, under a special introductory offer of 2s off the Standard price of 9s 11d.



Bristol-Myers, the makers of Mum deodorant, are offering a special pack of Mum Rollette with a free refill. The offer will last until the end of June.



What's new in packaging

New attractive packaging for Sensodyne together with a smart new display outer are announced by Stafford-Miller and pictured on this page.



Bristol-Myers now introduce Fresh and Dry in a roll-on which is more effective as an Anti-perspirant because the lotion is applied directly to the skin. Price: Roll-on 6s 5d, refill 5s 5d. Also coming soon is a new better-value-for-money economy sized Fresh and Dry Aerosol at 11s 9d.



What's new in ranges

Elizabeth Arden have created a new make-up with the gleaming sheen of pearl to celebrate the opening of their new Salon at 20 New Bond Street. The new range includes Pearly Illusion Foundation and Pearly lipsticks. Both are available in three super shades and cost respectively 34s and 12s. They are available from June 1.

Coty have designed a complete range of cosmetics aptly styled "Coty Originals". All the products and shades were specially formulated in the Coty International Development workshop in New York in line with the latest fashion trends. The comprehensive range will be introduced throughout 1970. First in the new series is the Coty Originals Eye range presented in white and gold tortoiseshell coloured cases.

Fontarel has launched a range of cosmetics called Fontarella for the total care of young skins. It includes a cleansing milk, a tonic lotion and a protective nourishing cream. For young problem skins Fontarel have formulated the Derma-Fontarella series.

QUEEN non-irritant BEAUTY PRODUCTS

Recommended by the Medical Profession
Proprietors: Boutalls Chemists Ltd., 60 Lambs Conduit St., W.C.1
Agency Distribution: Pearmoss Ltd., 53 Gt. Marlborough St., W.1

To the ladies behind the counter.

If you're embarrassed selling a vaginal deodorant, how do you think the customer feels?

It takes tact to deal with customers who are embarrassed to ask for a particular product. It's always easier to be tactful when you know the real facts that make Mimospray the safest and most efficient vaginal spray there is.

So here are the answers to the kind of questions you might be asked.

1. Is a vaginal deodorant necessary at all? Most women after puberty need one at one time or another.

2. Why Mimospray rather than the others? The others may very well work. But with Mimospray you know it will work because it contains 'Hibitane'. This is a bactericide (and it's a bacteria growth that causes vaginal smells) that is the most widely used anti-bacterial agent in hospitals in this country.

3. If it's so effective, is it safe to use in the vaginal area? Absolutely safe.

The 'Hibitane' that makes Mimospray so effective is used in practically every gynaecological ward in Great Britain.

4. Should it be used only during a period? No. Use it as part of your daily hygiene. Vaginal smells can occur at any time, and the more regularly you use Mimospray the more effective its protection becomes.

5. Will it stain underclothing? No, Mimospray is a dry spray and can't possibly mark clothes.

There is no better recommendation for a product than using it oneself. Ask the Mimospray representative for a free sample so you can try it at our expense.

Mimospray TRADE MARK

'Hibitane' (Chlorhexidine) is an ICI trade mark.
'Mimospray' is a product of Pigot & Smith Ltd., a subsidiary company of Imperial Chemical Industries Ltd.

PS7

The touch of REAL Beauty



Velouty

POWDER CREAM

The ALL-IN-ONE Make up.

A complete
modern beauty
treatment.

FROM YOUR USUAL WHOLESALER
OR DIRECT FROM

DIXOR LTD.

ST. LEONARD'S RD, MORTLAKE SW14

In shades of Ivory, Natural, Ochre, Peach,
Sungold, Apricot, Rachel.

Recommended Retail Prices:

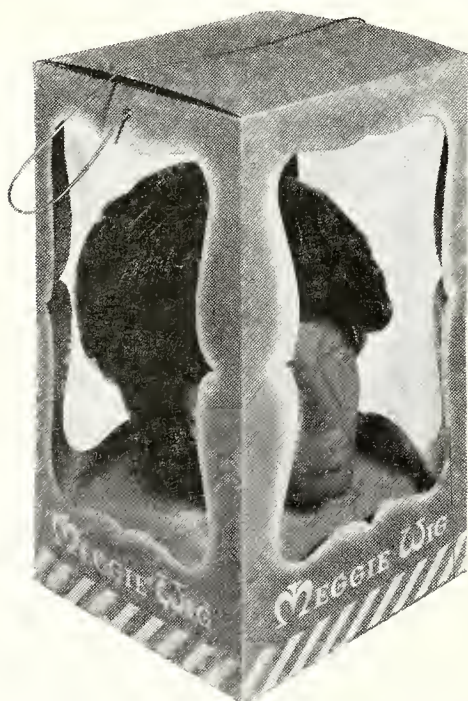
TUBES No 2 2/4 each (Trade 13/8 doz.)
TUBES No 3 4/- each (Trade 22/6 doz.)
PLASTIC JARS 7/- each (Trade 41/- doz.)



Above: Maureen wearing two of the "Meggie Wig" models

MEGGIE WIGS

manufactured exclusively from...



COURTAULDS
100% Teklan

BRITISH MODACRYLIC FIBRE



AVAILABLE IN SEVENTEEN POPULAR COLOUR-SHADES

Made from soft, luxurious, easily styled Teklan Fibre, — as lustrous as real hair, flameproof, non-allergenic, — can be washed in lukewarm water, rinsed and left to dry at room temperature. The "Meggie Wig" style and silky texture will last even with excessive wear. Send for full colour catalogue of the complete range and trade price list today!

Every MEGGIE WIG model comes complete with a coloured flexible P.V.C. wig head-stand in this attractive see-through container ... AT NO EXTRA COST!

THE FOLLOWING COMPANIES WERE PROUD TO BE ASSOCIATED WITH "MEGGIE WIGS" AT THE 1970 INTERNATIONAL HAIRDRESSING FAIR & FESTIVAL:

MAX FACTOR, KAYSER BONDOR, POLLY PECK, PRETTY POLLY, MORNLY, COROCRAFT, CLARKS SHOES.

MEGGIE WIGS IS A DIVISION OF:

INTER-ALIA PHARMACEUTICAL SERVICES LTD

RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON E.6.

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